



REGIONAL SALES MANAGER (FOR AFRICA MARKET). PARIS, FRANCE

We are BAA Training, one of the TOP 3 largest independent aviation training centers in Europe. Our people are united by passion for aviation and a desire to ensure efficient training solutions for both pilots and airlines. BAA Training has offices in Vilnius, Lithuania; Barcelona and Lleida, Spain; Paris, France; Ho Chi Minh, Vietnam and is constantly growing. At the moment we are looking for a **Regional Sales Manager for Africa region** to join our international Sales team. Aviation is a very fast-paced and truly multicultural world. If you are quick on your feet, like to converse in English, meet people from all around the world and excel in sales or love aviation – contact us now!

We promise a highly challenging field and wide scope of responsibilities, which will initially cover:

- Actively researching given market news and updates.
- Proactively communicating with key customers in African market.
- Reporting to Head of Corporate Sales (HCS) about new opportunities and orders in a given market.
- Optimizing the processes.
- Working on personal and professional development.
- Creating and executing sales strategy in Africa region.
- Initiating and leading meetings with potential customers.
- Creating attractive solutions to customers training needs.
- Planning and visiting target customers.
- Reaching budgeted goals for African market.
- Working according to approved company processes
- Working with company's IT systems to monitor and ensure a smooth sales process.
- Participating in daily meetings based on Lean principles
- Setting and achieving short-term and long-term goals in accordance with the company's strategic goals
- Performing other duties and responsibilities assigned by direct manager

We dream about a team member who:

- Has more than two years of experience in B2B Sales with Africa region
- Has sales and target-driven mindset
- Has experience working with airlines
- Has higher education in management, business administration or sales fields
- Has innovative approach to problem-solving by approaching the obstacles from new and unconventional perspectives
- Has an inquisitive thinking such as exploration, investigation, and learning

- Has good skills in a Microsoft Office 365 environment or has basic conceptual computer literacy
- Is able to work independently and is self-motivated and willing to take ownership
- Knows how to manage several complex projects at once
- Has analytical and conceptual thinking skills
- Has willingness to share skills, knowledge and expertise
- Uses the English language at an effectively operational and independent level
- Is flexible with good time management skills
- Has respectful and positive attitude
- Wants to learn every day and thinks aviation could be the love of one`s life

What we offer you:

- A health Insurance package after 3 months working for the Company.
- Work from home in compliance with company policy.
- Additional holiday days for seniority after 2 years of work for Company.
- A Wellness Day to take care of yourself and a Birthday Day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- An entertainment flight with a full flight aviation training simulator.
- Extensive on boarding plan to ease your integration into the company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

BAA Training is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both – B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.