



## **DATA MINING SPECIALIST. VILNIUS, LITHUANIA**

Locatory.com is one of the top three global online marketplaces in the aviation industry, helping airlines, maintenance organizations, and aviation suppliers buy and sell aircraft parts, equipment, and maintenance services through one centralized platform. We connect thousands of aviation companies worldwide and operate as part of Avia Solutions Group, a globally recognized aviation services group.

We are looking for a Data Mining Specialist to join our Sales team. In this role, you will research potential customers, maintain and improve our CRM database, and ensure our Sales Managers have accurate, relevant, and high-quality leads to support their sales efforts.

### **Your responsibilities**

- Research and identify potential B2B customers based on defined criteria.
- Find relevant companies, contacts and decision-makers using online sources, databases and research tools.
- Collect, verify and enrich information about potential customers.
- Maintain accurate and up-to-date information in our CRM system.
- Filter and analyse large amounts of data to identify relevant prospects.
- Build and maintain targeted prospect and lead lists.
- Segment leads according to defined criteria and business needs.
- Assign and distribute relevant leads to Sales Managers.
- Monitor lead allocation and ensure that Sales Managers receive the right leads on time.
- Update outdated or incomplete information and remove duplicate records.
- Conduct additional market and customer research based on the Sales team's needs.
- Support Sales Managers with ad-hoc data and prospect research.
- Identify opportunities to improve lead research, CRM and data management processes

### **What we're looking for**

- Experience in data research, lead generation, CRM, sales support or a similar role is an advantage.
- Strong research skills and attention to detail.
- Ability to work with large amounts of information.
- Good Excel / Google Sheets skills.
- Strong organisational and time-management skills.
- Good English communication skills.
- A proactive, structured and analytical approach to work.

### **What we offer**

- The opportunity to work in the global aviation industry and gain international B2B experience.
- A dynamic and multicultural working environment.
- Health insurance package in accordance with company policy.

- Free office gym.
- Children's room with supervision.
- Free parking.
- A modern, pet-friendly office with a real aircraft inside.
- Various discounts and offers from our partners.
- Opportunities for professional development and career growth.
- Various employee discounts and benefits.
- Salary: **€2,300–€2,700 gross/month**

Salary: from 2300 € to 2700 € (brutto)

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Locatory.com is a family member of Avia Solutions Group, leaders in end-to-end capacity solutions for passenger and cargo airlines worldwide. The Group manages over 100 offices and production facilities globally and is significantly backed by the assets of over 7,000 highly skilled aviation professionals, serving more than 2,000 clients throughout Europe, Asia, North America, Australia, and worldwide. Avia Solutions Group holds more than 500 licenses for its evolutionary range of activities across multiple business sectors. Its vast portfolio of services to clients includes ACMI, charter and cargo aviation, aircraft leasing and trading, MRO services, business aviation and VIP airline procurement, charter and cargo aviation, pilot and crew training, recruitment services, together with multiple complementary services spanning a wide range of associated operations.