



SENIOR SALES EXECUTIVE. VILNIUS, LITHUANIA

We are a leading provider of Aircraft, Crew, Maintenance, and Insurance (ACMI) services to the airline industry. Our commitment to delivering exceptional customer service and innovative solutions has allowed us to grow and expand our market presence. We seek an experienced Senior Sales Executive to lead our sales efforts, penetrate new markets, and drive revenue growth.

Key Responsibilities:

- Create and execute a comprehensive sales strategy to target new markets within the airline industry.
- Identify potential clients who would benefit from our ACMI services and craft tailored approaches to engage them.
- Conduct thorough market research to identify emerging opportunities and trends in the airline industry.
- Leverage market insights to generate new leads and build a robust customer pipeline.
- Build and maintain strong, long-term relationships with both existing and potential clients.
- Understand client needs and challenges, positioning our ACMI services as the ideal solution to meet those needs.
- Lead negotiations with clients to secure profitable and mutually beneficial contracts.
- Ensure contract terms are aligned with company goals and market standards.
- Consistently meet and exceed assigned sales targets.
- Contribute significantly to the company's revenue growth and increase in market share.
- Work closely with internal teams such as Operations, Finance, and Marketing to ensure smooth execution of the sales process and delivery of services.
- Stay updated on industry trends, competitor activity, and regulatory changes that could impact the ACMI market.
- Adapt sales strategies to ensure continued relevance and competitiveness.
- Provide regular sales updates and detailed reports to the management team.
- Highlight achievements, and challenges, and identify new growth opportunities.

Requirements:

- Bachelor's degree in Business Management, Economics, Finance, or a related field (advanced degree is a plus).
- Minimum 7 years of experience in B2B sales, preferably within the aviation or related sectors.
- Proven success in achieving and surpassing sales targets.
- Solid understanding of ACMI business models and deep knowledge of the airline industry.
- Proficiency in MS Office programs.
- Excellent English communication skills (additional languages are a plus).
- Strong negotiation and contract management abilities.
- Ability to work independently and manage multiple priorities in a fast-paced environment.

This is why you will love to work with us:

- Opportunity to work together with global aviation experts.
- International, friendly, modern, and comfortable work environment.
- Fully paid lunch and healthy snacks in the office.
- Advanced health insurance after the probation period.
- Paid day off on your birthday.
- For professional and personal development opportunities, join our Talent Academy, Leaders Club, or other development incentives.
- Corporate and social events.

**Please note that background checks will be conducted on all applicants and restrictions that can suspend the process of employment in accordance with the Law on Aviation Article 57.1. will be additionally evaluated.*

By applying to this job advertisement, the applicant takes full responsibility for declaring truthful information. In case, if information submitted will be discovered false or the Background Check result will return negative, participation in the recruitment process will be terminated.

In its 27 years in the ACMI and air charter business, SmartLynx Airlines has earned a name for itself as one of the finest in the industry. Operating a fleet of Airbus A320s and Airbus A321s aircraft, the airline transports over 3 million passengers annually in Europe and Asia.