



## **SALES MANAGER (BANGKOK OFFICE). BANGKOK, THAILAND**

### **ABOUT COMPANY:**

FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. FL Technics operates in a vast network of representative offices, hangars, and shop facilities, as well as the largest independent line maintenance stations network across Europe, Asia Pacific, Africa, the Middle East, and Canada.

FL Technics is part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 192 passenger and cargo aircraft worldwide.

Are you a highly motivated and results-driven sales professional with a track record of success in B2B sales? Do you thrive in an autonomous work environment and possess the initiative to take charge of your responsibilities? We are seeking a talented Sales Manager to join FL Technics team in Bangkok office and lead our B2B sales in Aviation industry Technical Training Services in Asia Pacific region. As a Sales Manager, you will play a pivotal role in expanding our market presence and driving revenue growth in the region.

### **YOUR TASKS:**

- **Sales Strategy and Execution:** Develop and implement a comprehensive B2B sales strategy for the Asia Pacific region. Set ambitious but achievable sales targets and KPIs aligned with the overall company objectives. Take full ownership of the sales process, from lead generation and prospecting to closing deals and account management.
- **Market Research and Analysis:** Conduct thorough market research to identify potential customers, industry trends, and competitor activities. Utilize the insights gained to refine sales strategies and stay ahead in the dynamic marketplace.
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with existing clients and key stakeholders in the region. Understand their needs and pain points, offering tailored solutions to ensure customer satisfaction and retention.
- **New Business Development:** Identify and pursue new business opportunities in the B2B market. Generate leads through networking, cold calling, attending industry events, and leveraging online platforms.
- **Team Collaboration:** Collaborate with cross-functional teams, including product development, and customer support, to align sales efforts with broader organizational goals. Provide feedback from the market to improve product offerings and enhance customer experience.
- **Sales Performance Analysis:** Regularly track and analyze sales performance, presenting data-driven insights to senior management. Adjust strategies as needed to optimize sales performance and achieve revenue targets.
- **Autonomous Decision-Making:** As the primary representative of the company in the Bangkok office, demonstrate a high level of autonomy and responsibility in decision-making. Be proactive in solving challenges and capitalizing on opportunities to drive business growth.

- Reporting: Prepare accurate and timely sales reports, forecasts, and performance dashboards for presentation to senior management. Maintain detailed records of sales activities and customer interactions using the company's CRM system.

#### **WHAT YOU SHOULD BRING:**

- Bachelor's degree in Business, Marketing or a related field;
- Proven track record of at least 5 years in B2B sales, with demonstrated success in achieving and exceeding sales targets;
- Previous experience working autonomously in a remote office environment is highly desirable.
- Excellent communication, negotiation, and presentation skills;
- Strong business acumen and ability to understand complex customer needs and industry dynamics.
- Highly motivated, results-oriented, and capable of working independently;
- Fluent in English to effectively communicate with clients and internal teams;
- Willingness to travel occasionally for client meetings and company events.

#### **WORKING AT FL TECHNICS:**

- Aviation Industry: Join a company deeply rooted in the aviation industry, working with cutting-edge technologies and innovative solutions;
- Multicultural Clients: Engage with a diverse range of international clients, allowing you to develop global business relationships and expand your cultural awareness;
- A Stable Job in a Globally Successful Company: Be part of a globally successful organization with a strong presence and a proven track record of stability and growth;
- Workcation: Enjoy the flexibility of occasional workations, where you can work remotely from a different location, providing a healthy work-life balance.
- Access to internal training and courses;
- LEAN Culture;
- Health Insurance;
- Competitive salary range, final offer will be proposed based on your experience and competencies.

Seize this opportunity to soar to new heights with FL Technics! Apply now and be part of a globally acclaimed team shaping the future of aviation.

Salary: from 2500 € to 3500 € (brutto)

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**FL Technics** is a global provider of aircraft maintenance, repair, and overhaul (MRO) services. The Company specializes in base & line maintenance, spare parts & component support, engine, APU & LG management, full aircraft engineering, and technical training. FL Technics is an EASA Part-145, Part-M, Part-147, Part-21 as well as FAA-145 certified company with hangars in Lithuania, Indonesia and China as well as line station around the world.