



COMMERCIAL ACCOUNT MANAGER. VILNIUS, LITHUANIA

WHY US?

Avion Express is a narrow-body ACMI (Aircraft, Crew, Maintenance, Insurance) and charter operator. Avion Express provides top-level short and long-term aircraft wet-leasing (ACMI) solutions and also offers its clients aircraft on a charter basis. The company operates an Airbus A320 family aircraft fleet.

Avion Express is looking for ambitious professionals to support the company's matters and further development of the company. The position is based in Vilnius, Lithuania.

The company creates a supportive work environment and conditions for employees to grow, both professionally and personally.

ARE YOU READY TO?

- Build, establish, and maintain as well as expand the relationship with existing and new customers.
- Collaborate on various commercial processes such as Ad-hoc sales, KYC, whitelisting, and insurance.
- Work on project reconciliations, follow contractual obligations of key accounts, and perform other commercial tasks.
- Ensure high-quality customer service by effectively managing internal communications.
- Oversee the operational and commercial execution of lease agreements, ensuring performance, service quality, and contractual compliance.
- Compile project data, track key performance indicators, and support post-project analysis to identify successes and areas for improvement.

DO YOU HAVE WHAT IT TAKES?

- Bachelor's degree in Business, Aviation, Economics, or related field.
- Minimum 2 years of experience in a commercial, client-facing, or project management role (Experience in ACMI leasing or the aviation industry preferred).
- Strong understanding of ACMI operations and wet lease agreements.
- Excellent communication and relationship management skills.
- Good financial awareness and experience with project tracking or budgeting.
- Proficiency in Microsoft Office, especially Excel and PowerPoint (experience with CRM or project management tools is an advantage).
- Proactive, organized, and detail-oriented approach to work.
- Fluency in English (written and spoken). Additional languages are a plus.

DOES IT SOUND APPEALING?

- Position, based in Vilnius, Lithuania.
- Friendly atmosphere in a modern business center.
- Competitive salary (starting from 2700 to 3600 € gross, depending on your experience) and social benefits, including health insurance.
- Other benefits: lunch compensation, opportunity to book standby flights, gym for your physical and mental health (Mindletic), daily coffee and fruits and weekly pastries, birthday day-off, gifts for marriage, childbirth and other significant life occasions.
- Access to the VIP lounge and discounted tickets at the Twinsbet Arena.
- The opportunity to spend up to 90 days per year - 21 of which can be spent working outside of the EU - on workation.
- Opportunities for professional and personal growth.
- Opportunity to work in a truly international business environment.

Salary: from 2700 € to 3600 € (brutto)

Avion Express is the largest narrow-body ACMI operator in the world. The company operates it's Airbus A320 family aircraft fleet across Europe, as well as Africa, South America and the Asia-Pacific region.