



SALES ACCOUNT MANAGER. VILNIUS, LITHUANIA

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.

Recognized as Top Employer of 2025, awarded by the Top Employers Institute, FL Technics demonstrates continuous effort and investments to create a great work environment and ensure the well-being of the ever-growing team in Lithuania and across the globe.

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

YOUR TASKS:

- Manage and expand relationships with assigned clients accounts;
- Provide tailored freight solutions (air, ocean, road, customs clearance);
- Managing clients' order, following procedures and ensure level of service;
- Handle customer enquiries, negotiate pricing, and ensure timely service delivery;
- Work closely with operations team to meet client needs;
- Track sales performance and ensure revenue growth from existing clients;
- Maintain industry knowledge and stay updated on freight trends;
- Visiting customers and participate in exhibitions.

WHAT YOU SHOULD BRING:

- 2+ years of experience in sales or account management in freight forwarding/ logistics;
- Strong customer service and relationship building skills;
- Knowledge of Incoterms, customs procedures and global logistics;
- Excellent negotiation and problem solving skills;
- Proficiency in TMS, CRM software and Microsoft Office Suite;

- English language proficiency, other languages are considered as a plus.

WORKING AT FL TECHNICS:

- Exclusive experience to the aviation business industry;
- Flexible working hours to promote work-life balance;
- Work remotely for up to one month a year;
- Additional private health and accident insurance;
- Discount system with partnering companies;
- Access to internal training and courses;
- Complimentary in-house gym and other sports activities;
- Supporting and cheering for your success team;
- 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 2100 € (brutto)

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.