



SALES MANAGER . VILNIUS, LITHUANIA

We are seeking someone with B2B sales experience and a desire to thrive in a dynamic and growing industry. A successful Sales Manager should be a professional and high-energy closer, be able to establish relationships with new customers, and have a knack for identifying and cold calling new prospects.

You may face challenges that will crave strategic thinking, trigger your creativity and foster patience but if you are driven by “Rome wasn’t built in a day” approach we are looking for you.

Responsibilities:

- ☐ Contact potential clients through cold calls/ initiate online meetings
- ☐ Identify clients’ needs and suggest appropriate product
- ☐ Building customer relationships – earning their loyalty and trust
- ☐ Identify key decision makers
- ☐ Closing sales with consultative selling approaches

Requirements:

- ☐ Proven working experience as a Sales or a relevant role
- ☐ Excellent command of English language skills (both oral and written)
- ☐ Go-getter attitude and strong communication skills
- ☐ Passion for challenges and high achievement orientation
- ☐ Relationship-building skills, ability to connect with customers and teammates

What we give in return:

- ☐ Motivational bonus system
- ☐ Opportunity to work with innovative IT solutions in the aviation industry
- ☐ Discounts from our partners
- ☐ Health Insurance package in compliance with our company policy
- ☐ Free office gym
- ☐ Children's room where you can leave your kids to play with supervision
- ☐ Brand new and pet-friendly office

Salary comment: Base salary starts from 2150€ gross (according to your skills and experience) + competitive bonuses.

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