



KEY ACCOUNT EXECUTIVE. VILNIUS, LITHUANIA

EngineStands.com is an aircraft engine stand leasing service for airlines, MROs, lessors, engine repair shops, OEMs, freight operators, and logistics companies worldwide. Our growing inventory of OEM-certified stands supports both widebody and narrowbody aircraft operations, with flexible short-term and long-term lease options.

About the Role

We are looking for a motivated and commercially driven Key Account Executive to support the growth of our engine stand leasing business worldwide.

In this role, you will be responsible for developing new business opportunities, managing customer relationships, and driving lease sales across global aviation markets. You will work closely with airlines, MROs, OEMs, leasing companies, and engine repair facilities, helping customers find the right solutions while ensuring an excellent customer experience throughout the sales process.

This is a great opportunity for someone who enjoys building relationships, closing deals, and working in a dynamic international aviation environment.

What You'll Do

- Proactively identify, approach, and win new customers among airlines, MROs, OEMs, leasing companies, and engine repair shops through cold calling, outreach campaigns, networking, and virtual meetings.
- Build and maintain strong relationships with key decision-makers and existing customers.
- Manage the full sales cycle, from lead generation and prospecting to quotations, negotiations, contract signing, and after-sales support.
- Conduct regular online meetings, sales presentations, and product/service demonstrations with prospective and existing customers.
- Prepare commercial proposals, pricing offers, and tender responses.
- Identify opportunities to grow existing accounts and expand business relationships.
- Maintain accurate sales pipeline and customer records in CRM systems.
- Ensure all activities comply with applicable quality, safety, and regulatory requirements.

What We're Looking For

- Experience in aviation sales, business development, leasing, aftermarket services, or account management.
- Proactive and commercially driven professional with a passion for winning new business.
- Excellent communication, presentation, and relationship-building skills.
- Strong negotiation and commercial acumen with the ability to manage the full sales cycle.
- Results-driven, resilient, and comfortable with outbound business development activities.

- Highly organized with strong attention to detail and CRM discipline.
- Ability to build long-term customer relationships and identify growth opportunities.
- Professional, accountable, and able to thrive in a fast-paced international B2B environment.
- Comfortable working in an international and fast-paced aviation environment.
- Fluency in English, both written and spoken.

Why Join Us

- Work with leading aviation companies worldwide.
- Build valuable relationships across the global aviation industry.
- Opportunity for professional growth and career development.
- Collaborative and supportive team environment.
- Health insurance package in line with company policy.
- Free access to an office gym.
- A children's room with supervised play.
- A brand-new, pet-friendly office.
- Various discounts and special offers from our partners.
- The possibility to work remotely once per week

Start your journey as a Key Account Executive, **earning from €4,500 gross** per month, with the opportunity to earn even more through our uncapped bonus system from day one. Your total earnings will depend on your results and performance.

Salary: from 4500 € to 5000 € (brutto)

Locatory.com is a family member of Avia Solutions Group, leaders in end-to-end capacity solutions for passenger and cargo airlines worldwide. The Group manages over 100 offices and production facilities globally and is significantly backed by the assets of over 7,000 highly skilled aviation professionals, serving more than 2,000 clients throughout Europe, Asia, North America, Australia, and worldwide. Avia Solutions Group holds more than 500 licenses for its evolutionary range of activities across multiple business sectors. Its vast portfolio of services to clients includes ACMI, charter and cargo aviation, aircraft leasing and trading, MRO services, business aviation and VIP airline procurement, charter and cargo aviation, pilot and crew training, recruitment services, together with multiple complementary services spanning a wide range of associated operations.