



## **SALES MANAGER (ENGINESTANDS.COM). VILNIUS, LITHUANIA**

EngineStands.com is a business line of Locatory.com that provides aircraft engine stands and tools leasing service for Airlines, MROs, engine repair shops, leasing companies, freight forwarders and other customers around the world. We are part of Avia Solutions Group and as the top employer in the sector, we are ready to offer a position to a Sales Manager with B2B sales experience and a strong drive to thrive in a dynamic, global environment.

Being part of one of the most advanced sales organizations in the B2B segment, you'll play a key role in building relationships with new customers, strategically identifying prospects, and closing deals in a fast-paced field.

If you're a high-energy professional who thrives on challenges, strategic thinking, and persistence, we invite you to join our team and explore the many career growth opportunities we offer.

Your role:

- Build strong business relationships with the potential customers;
- Daily communication with potential customers mainly by phone (cold calls) , LinkedIn and e-mail;
- Prospect and generate new leads;
- Prepare paperwork to activate and maintain contract services;
- Manage customers account from A to Z.

You will be a wonderful teammate if you are:

- Self-motivated, able to work individually as well as with the team;
- Experienced in outbound B2B sales, with a record of preparing and following contracts;
- Excellent communication skills in English;
- Great negotiator, have a positive, can-do attitude;
- Logistics and customs related experience would be an advantage;
- Experience in aviation would be an advantage.

What do we give in return:

- Unlimited monthly bonus system starting from the 1st day based on your achieved results;
- Opportunity to work with innovative IT solutions in the aviation industry;
- Health insurance package in compliance with our company policy;
- Free parking;
- Office gym;
- Children's room where you can leave your kids to play with supervision;
- Brand new office.

Salary comment: The base salary range for this position is 2200EUR/gross, based on your skills and competencies.

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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.