



SALES EXECUTIVE (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.

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 customer's 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 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 we give in return:

- Opportunity to work with innovative IT solutions in the aviation industry
- A rewarding and fun work environment in an interdisciplinary team of professionals
- Health Insurance package in compliance with our company policy
- Free Parking
- Bonus System
- 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.

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.