



SALES MANAGER (AVIATION DESIGN AND PRODUCTION). 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 136 passenger and cargo aircraft worldwide.

YOUR TASKS:

- Understand DOA (Design) and POA (Production) capabilities and identify potential sales leads;
- Selling aviation Design Engineering solutions, services, components, and manufactured products;
- Engaging in proactive sales efforts, including negotiations and contract management;
- Initiating and managing the project progress with the customers and internally;
- Build and maintain long-lasting, strong relationships with customers;
- Manage project timelines and communication with clients and internal teams;
- Market (Europe, MEA) research and analysis looking for potential business cases.

WHAT YOU SHOULD BRING:

- 3-4 years of proven experience in international sales management, ideally within the aviation industry;
- Previous B2B sales experience is required;
- Good English language skills (at least B2 level);
- Complex projects management experience;
- Strong time and work management skills, desire to learn and improve;
- Strong interpersonal and communication skills with a track record of building lasting client relationships;
- Goal orientated with high sense of ownership;
- Ability to manage multiple tasks simultaneously.

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 2500 € to 3300 € (brutto)

FL Technics is a global provider of tailor-made services for aircraft maintenance, repair, and overhaul (MRO), delivering solutions to commercial aviation customers worldwide. With more than 2500 employees 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.