



SALES MANAGER (AIRCRAFT WHEELS AND BRAKES). BUDAPEST, HUNGARY / HYBRID WORK

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 2024, 2025 and 2026, 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 Wheels & Brakes is a specialized aviation services provider focused on the maintenance, repair, and overhaul of aircraft wheels and brakes. The network consists of three locations - Hanover (Germany), Budapest (Hungary) and Bergamo (Italy).

YOUR TASKS:

- Develop and execute strategies to identify and acquire new clients, expanding the company's network and market reach.
- Relationship management with existing clients, acting as a focal contact for all commercial items
- Create and implement sales plans to achieve business objectives, including revenue growth and market share expansion and possible upsell.
- Monitor sales performance, update annual business plans, prepare reports, and provide actionable insights to management for continuous improvement.
- Lead contract negotiations with prospective and current clients, securing favorable terms while maintaining strong relationships.
- Analyze and strategize on current market landscape and provide insights on developments in the relevant sectors as well as overviews on the competition and landscape
- Attend industry events, trade shows, and networking opportunities to identify potential leads and stay updated on market trends and competitors.

WHAT YOU SHOULD BRING:

- Proven experience in international sales management or business development, preferably in Aviation sector (Component maintenance: repairs and overhaul).
- Experience in Client Management such as Key Accounting and Trading, preferably in Aviation sector.
- Strong interpersonal and communication skills with a track record of building lasting client relationships.
- Excellent negotiation and persuasion skills.
- Ability to analyze market trends, identify opportunities, and devise strategic plans.

- Self-motivated with a results-driven approach and the ability to lead by example.
- Excellent business proficiency in English.

WORKING AT FL TECHNICS:

- Sales incentives based on work results.
- Exclusive experience to the aviation business industry.
- Flexible working hours to promote work-life balance.
- Additional private health insurance.
- SZEP Card and daily commute compensation.
- Access to internal training and courses.
- Supporting and cheering for your success team.

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.

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.