



REPRESENTATIVE FOR PILOT RUNWAY. ALL CITIES, BULGARIA

We are seeking a bold and visionary person to lead the launch of our groundbreaking new financed pilot training program called Pilot Runway in Bulgaria. This is a unique opportunity to contribute to a new business line from the ground up and make a real difference in the lives of young people. If you have a proven track record of success in sales/marketing/business development we encourage you to apply for this exciting opportunity.

We promise a highly challenging field and wide scope of responsibilities, which will initially cover:

- Creating and executing a strategy of sales in Bulgaria.
- Together with marketing team in HQ developing marketing campaigns across all channels, including TV show, dedicated YouTube channel, TikTok, etc., to attract participants to the pilot training program annually.
- Building relationships with secondary schools/high schools to promote and cooperate for pilot training.
- Answering incoming inquiries (Leads).
- Providing information to the clients by phone, live/virtual meetings and e-mail.
- Presenting in details company's services to customer.
- Career counselling for clients using in-depth market knowledge.
- Actively participating in exhibitions, open days, conferences, webinars, seminars in Bulgaria.
- Analysing the needs of potential clients, planning meetings with them, collecting feedback and making further sales.
- Preparing contract according to the company's standard forms, agreeing on contract conditions with the clients.
- Verifying specific documents and initiating KYC process.
- Coordinating client support prior onboarding: accommodation, visa questions, medical checks, etc.
- Working according to approved company processes.
- Working with company IT systems to monitor and ensure a smooth sale and client service process.
- Participating in daily meetings based on Lean principles.
- Setting and achieving short-term and long-term goals in accordance with the company's strategic goals.
- Performing other duties and responsibilities assigned by direct manager.

We dream about a team member who:

- Has more than five years of experience in sales/business development.
- Has experience in customer service and is service -minded.
- Knows what formal but pleasant communication with positive energy is.
- Has experience with traditional and digital marketing.
- Has proven experience as well as the ability to work independently and as part of a team.
- Has excellent skills in a Microsoft Office 365 environment or has basic conceptual computer

literacy.

- Is self-motivated and willing to take ownership.
- Has analytical and conceptual thinking skills.
- Mother language is Bulgarian.
- Uses the English language at an effectively operational and independent level.
- Is flexible with good time management skills.
- Has respectful and positive attitude.
- Wants to learn every day and thinks aviation could be the love of one`s life.

What we offer you:

- Remote work option in Bulgaria.
- Additional holiday days for seniority after 2 years working for the company.
- A Wellness day to take care of yourself and a Birthday day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- An entertainment flight with a full flight aviation training simulator.
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

BAA Training is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both – B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.