



SALES MANAGER / BUSINESS DEVELOPMENT MANAGER (AVIATION, B2B). DUBAI, UNITED ARAB EMIRATES (THE)

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.

Are you a results-driven sales professional with a passion for aviation and a proven ability to win new business? We are looking for a high-performing **Sales Manager / Business Development Manager** to drive growth, expand our client base, and strengthen our market presence across international regions.

This role is ideal for someone who thrives on ownership, consistently delivers against ambitious targets, and knows how to turn opportunities into long-term partnerships.

YOUR TASKS:

You will take full ownership of the sales cycle, from identifying opportunities to closing deals and growing accounts, while contributing directly to the company's commercial success.

Key responsibilities:

- Drive new business development through proactive prospecting, networking, and industry engagement
- Identify, approach, and convert high-potential clients into long-term partners
- Build and maintain a strong, healthy sales pipeline to consistently exceed targets
- Develop and execute effective sales strategies aligned with market opportunities
- Promote and introduce new service offerings to both prospective and existing clients
- Identify upselling and cross-selling opportunities within current accounts
- Build and maintain strong client relationships through regular communication and meetings
- Conduct market research and competitor analysis to identify emerging opportunities
- Lead negotiations, prepare commercial offers, and close contracts
- Represent the company at exhibitions, meetings, and industry events
- Collaborate with internal teams to align client needs with service delivery
- Track performance, analyze sales data, and provide accurate forecasts and reports

WHAT YOU SHOULD BRING:

- 3-5+ years of experience in B2B sales, business development, or account management (aviation industry experience is a strong advantage)
- Proven track record of meeting or exceeding sales targets in international markets
- Strong ability to generate leads, build pipelines, and convert opportunities into revenue

- Excellent communication, negotiation, and presentation skills
- Commercial mindset with strong analytical and problem-solving abilities
- Ability to understand complex client needs and propose tailored solutions
- Highly organized, with the ability to manage multiple opportunities simultaneously
- Self-motivated, proactive, and comfortable working both independently and in a team
- Fluent in English (additional languages are an advantage)
- Willingness to travel for client meetings and industry events

WORKING AT FL TECHNICS:

- Opportunity to play a key role in expanding a global aviation business
- Exposure to international markets and high-value B2B deals
- Access to internal training and professional development
- Flexible working conditions and supportive team environment
- Competitive salary with performance-based incentives
- Additional benefits including health insurance, allowances, and bonus structures

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.