



## **B2B BUSINESS DEVELOPMENT MANAGER. VILNIUS, LITHUANIA**

Locatory.com is a multicultural international company part of Avia Solution Group which is well-known in the global aviation industry and beyond. As the top employer in the sector, we are ready to offer a position to a Business Development Manager with B2B sales experience and a strong drive to thrive in a dynamic, global environment.

As a part of one of the most advanced sales organizations in the B2B segment, you'll play a key role in building relationships with new customers, strategically identifying prospects, and closing deals in a fast-paced field.

If you're a high-energy professional who thrives on challenges, strategic thinking, and persistence, we invite you to join our team and explore the many career growth opportunities we offer.

### **Responsibilities:**

- Contact potential clients through cold calls/ initiate online meetings
- Identify key decision makers
- Building customer relationships earning their loyalty and trust
- Identify clients needs and suggest appropriate product
- Closing sales with consultative selling approaches

### **Qualifications:**

- At least 2 years of experience in a proactive sales role.
- Excellent command of English language skills (both oral and written)
- Go-getter attitude and strong communication skills
- Passion for challenges and high achievement orientation
- Relationship-building skills, ability to connect with customers and teammates

### **What we give in return:**

- Motivational bonus system (monthly bonus based on achieved results)
- 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
- Office gym
- Children's room where you can leave your kids to play with supervision
- Brand new office

Salary comment: We offer a base salary ranging from 2200 to 2600 EUR gross per month, plus an uncapped monthly performance-based bonus starting from day one. Your earning potential is unlimited - top performers often double their base salary through bonuses!

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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.