



## **SALES TEAM LEAD. VILNIUS, LITHUANIA**

Locatory.com is a multicultural international company part of Avia Solutions 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 Sales Team Lead 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 will be the contact point for all team members, so your communication skills should be excellent. You should also be able to act proactively to ensure smooth team operations and effective collaboration.

Ultimately, you should lead by setting a good example and engage the team to achieve goals.

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:**

- Lead, motivate, and develop a B2B sales team to achieve and exceed targets
- Set clear goals, delegate responsibilities, and manage priorities
- Oversee daily team operations and ensure effective collaboration
- Monitor performance metrics and provide regular reporting and insights
- Identify training needs, provide coaching, and support continuous development
- Recognize and reward high performance
- Improve sales processes to enhance efficiency in a dynamic, international environment

### **Requirements and skills:**

- Proven experience as a Sales Team Lead or similar leadership role in B2B sales
- Strong understanding of sales performance metrics and KPIs
- Excellent leadership, communication, and interpersonal skills
- Strong organizational, time-management, and decision-making abilities
- Fluent English (spoken and written)

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

- Opportunity to work with innovative IT solutions in the aviation industry
- International team, multicultural environment
- Health Insurance package in compliance with our company policy
- Discounts and special offers from various partners
- Free Parking
- Office gym

- Modern On-site childcare zone, chill zone, restaurant, bar, bistro
- Brand new office

Base salary starting from €4500 gross per month (depending on your competence) - and that's just the beginning! We offer an unlimited, exciting team performance-based bonus to reward your monthly achievements!

Salary: from 4500 € (brutto)

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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.