



VP OF SALES (ASIA & AUSTRALIA REGION). DENPASAR, INDONESIA

ABOUT FL TECHNICS INDONESIA:

FL Technics Indonesia is a fast-growing MRO provider and an integral part of the FL Technics Group global network, supporting both local and international aviation customers. The company operates from key locations in Jakarta (CGK) and Bali (DPS), with expanding capabilities and a growing team of aviation professionals.

With a strong focus on operational excellence, safety, and quality, FL Technics Indonesia plays a critical role in supporting regional growth while maintaining alignment with global standards and best practices.

ABOUT THE ROLE:

We are looking for a results-driven VP of Sales to lead and own our B2B sales efforts across Asia and Australia. Based in our Denpasar office, you will act as the company's primary representative in the region, combining strategic vision with hands-on execution to drive revenue growth, build lasting client relationships, and expand our market presence.

YOUR TASKS:

- Own the B2B sales strategy for Asia and Australia, setting targets and driving the full sales cycle from lead generation to closing and account management;
- Research the market to track trends and competitors, using insights to sharpen strategy;
- Build strong client relationships, delivering tailored solutions that drive retention;
- Generate new business through networking, cold outreach, events, and online channels;
- Collaborate with product and customer support teams, feeding market insights back into the business;
- Analyze sales performance and report data-driven insights to senior management
- Act as the company's autonomous decision-maker on the ground in Denpasar;
- Maintain accurate sales reports, forecasts, and CRM records.

WHAT YOU SHOULD BRING:

- Proven track record in B2B sales leadership, ideally across Asia and/or Australia markets;
- Demonstrated ability to develop and execute sales strategy and consistently hit revenue targets;
- Strong relationship-building and consultative selling skills;
- Comfortable working autonomously and representing a company independently in-market;
- Experience with CRM systems and data-driven sales reporting;
- Excellent communication skills in English;
- Willingness to be based Denpasar, with regional travel as needed.

WORKING AT FL TECHNICS:

- Exclusive experience in the aviation business industry;
- BPJS Health & BPJS Social Security;
- Mobile phone & monthly phone allowance;
- Private Health Insurance for Personal & Family Members;
- Competitive salary, final offer will be proposed based on your experience and competencies.

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.