



DIRECTOR OF SALES AND BUSINESS DEVELOPMENT (LINE MAINTENANCE). TORONTO, CANADA

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.

Wright International Aircraft Maintenance Services Inc, subsidiary of FL Technics based in Toronto, is a 30 + years trusted provider of MRO services in Canada, specializing in line maintenance.

Currently in **Toronto (Mississauga), Canada** we are looking for a **Director of Sales and Business Development (Line Maintenance)**.

YOUR TASKS:

- Design and implement a strategic line maintenance sales plan that expands the Company's and FL Technics' customer base and ensures its strong presence through all line maintenance stations network in North/Central/South America and Europe;
- Analysis of North/Central/South America aviation market and generating new sales leads;
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs;
- Represent Company and FL Technics in global trade shows, conferences and events;
- Keep up to date with competitor activity to identify business opportunities;
- Work towards and in line with all agreed FL Technics Group sales and operations strategies;
- Visiting potential, new, and existing customers to generate further business;
- Maintain and develop relationships with both key clients and new business leads to maximize business opportunities and increase client loyalty in an industry where client retention is never guaranteed;
- Perform additional tasks as assigned by your direct manager.

WHAT YOU SHOULD BRING:

- Bachelor's degree in Business, Marketing or a related field;
- Proven track record of at least 3 years in aviation B2B sales, with demonstrated success in achieving and exceeding sales targets;
- Excellent communication, negotiation, and presentation skills;
- Strong business acumen and ability to understand complex customer needs and industry dynamics;
- excellent organization and planning skills required for a fast-paced work environment.
- Self-motivated with the ability to work independently, prioritize tasks,
- Excellent written and fluent verbal communication skills

- Willingness to travel occasionally for client meetings and company events;
- Previous experience working autonomously in a remote office environment

WORKING AT FL TECHNICS:

- Flexible working hours;
- Medical insurance and group benefits
- Competitive salary, the final offer will be proposed based on your experience and competencies.

FL Technics is a global provider of aircraft maintenance, repair, and overhaul (MRO) services. The Company specializes in base & line maintenance, spare parts & component support, engine, APU & LG management, full aircraft engineering, and technical training. FL Technics is an EASA Part-145, Part-M, Part-147, Part-21 as well as FAA-145 certified company with hangars in Lithuania, Indonesia and China as well as line station around the world.