



B2B SALES MANAGER. VILNIUS, LITHUANIA

Locatory.com is a multicultural, international company and part of Avia Solutions Group, a globally recognized leader in the aviation industry and beyond. As a top employer in the sector, we are offering an opportunity for a Sales Manager with B2B sales experience and a strong drive to succeed in a dynamic, global environment.

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

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

Responsibilities:

- Contact potential clients through outbound calls and initiate online meetings.
- Identify clients' needs and suggest appropriate products.
- Build and maintain strong customer relationships, earning trust and loyalty.
- Identify key decision-makers within target organizations.
- Close sales using a consultative selling approach.

Qualifications:

- At least one year of experience in a proactive sales role.
- Excellent command of the English language, both written and spoken.
- A go-getter mindset with strong communication skills.
- Passion for challenges and a results-driven attitude.
- Strong relationship-building skills and the ability to collaborate with customers and teammates.

What we offer:

- Health insurance package in line with company policy.
- Free access to an office gym.
- A children's room with supervised play.
- A brand-new, pet-friendly office.
- Various discounts and special offers from our partners.
- The possibility to work remotely once per week.

Start your journey as a Sales Manager earning an average of €4,300 gross per month, with a base salary

starting from €1,900 gross and uncapped bonuses from day one. The final base salary will be discussed individually during the final interview stage.

Salary: from 1900 € to 4300 € (brutto)