



## **SALES MANAGER (DUBAI OFFICE). DUBAI, UNITED ARAB EMIRATES (THE)**

### **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.

FL Technics is part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 192 passenger and cargo aircraft worldwide.

Are you a highly motivated and results-driven sales professional with a track record of success in B2B sales? Do you thrive in an autonomous work environment and possess the initiative to take charge of your responsibilities? We are seeking a talented Sales Manager to join FL Technics team in **Dubai office** and lead our B2B sales in Aviation industry in **Middle East & Africa region**. As Sales Manager, you will play a pivotal role in expanding our market presence and driving revenue growth in the region.

### **YOUR TASKS:**

- Identify and research potential clients;
- Prospect and develop new business opportunities;
- Prepare and provide sales offers to customers;
- Develop and maintain client relationships (greetings on all occasions, regular customer visits etc.);
- Arranging business development meetings with prospective clients;
- Negotiate contract terms with clients and communicate with stakeholders;
- Make and give presentations to prospective clients and internal executives.

### **WHAT YOU SHOULD BRING:**

- Proven working experience as a business development manager, sales executive or a relevant role;
- Proficiency in English;
- Any additional language would be an advantage;
- Works well autonomously and as part of a team;
- Excellent organizational skills and attention to detail and takes pride in their work;
- Research skills and analytical thinking;
- Innovation and problem-solving skills that include the ability to develop and propose solutions for clients;
- Strong negotiation and decision-making skills;
- Excellent listening and presentation abilities;
- Ability to prioritize tasks;
- Ability to manage multiple projects and responsibilities simultaneously;

- Ability to function well in a high-paced and at times stressful environment;
- A strong communicator with excellent writing skills;
- Self-motivated, proactive, enthusiastic and eager to learn.

#### **OUR ATTRACTIVENESS:**

- Exclusive experience to the aviation business industry;
- Flexible working hours to promote work-life balance;
- Work remotely for up to one month a year;
- Additional private health and accident insurance;
- Discount system with partnering companies;
- Access to internal training and courses;
- Complimentary in-house gym and other sports activities;
- Supporting and cheering for your success team;
- Competitive salary range, final offer will be proposed based on your experience and competencies (plus bonuses for reached sales targets).

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 technology.

Salary: from 2800 € to 3400 € (brutto)

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**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.