



## **CORPORATE SALES MANAGER (DEDICATED TO CABIN CREW). PARIS, FRANCE**

We are BAA Training, one of the TOP 3 largest independent aviation training centers in Europe. Our people are united by passion for aviation and a desire to ensure efficient training solutions for both pilots and airlines. BAA Training has offices in Vilnius, Lithuania; Paris, France; Barcelona and Lleida, Spain; Ho Chi Minh, Vietnam and is constantly growing.

At the moment we are looking for an Corporate Sales Manager dedicated to Cabin Crew to join our international Sales team.

Aviation is a very fast-paced and truly multicultural world. If you are quick on your feet, like to converse in English, meet people from all around the world and excel in sales or love aviation – contact us now!

### **We promise a highly challenging field and wide scope of responsibilities, which will initially cover:**

- Identifying, coordinating and organizing outside sales missions and make direct sales contact via face-to-face contact, phone outreach (“cold calls”) Europe;
- Negotiating with airlines and other training centers in Europe;
- Organizing meetings with potential clients;
- Keeping up-to-date on current market changes;
- Finding the best solutions for clients, partners and team members all over the world;
- Maintaining fruitful relationship with existing and target clients;
- Work according to approved company processes;
- Working with company’s IT systems to monitor and ensure a smooth sales process;
- Participation in daily meetings based on Lean principles;
- Setting and achieving short-term and long-term goals in accordance with the company’s strategic goals;
- Performing other duties and responsibilities assigned by direct manager;

### **We dream about a team member who:**

- Has experience in dealing with international teams and clients (not less than 2 years).
- Has experience as Cabin Crew member (2-3 year);
- Knows how to manage several complex projects at once;
- Has experience in strategic planning, business processing and change management;
- Has analytical and conceptual thinking skills; Is able to work independently, self-motivated;
- Is flexible with good time management skills;
- Has good skills in a Microsoft Office 365 environment or has basic conceptual computer literacy;
- Is able to work independently and is self-motivated and willing to take ownership;
- Knows how to manage several complex projects at once;
- Has willingness to share skills, knowledge and expertise;

- Has respectful and positive attitude;
- Uses English at a professional level;
- fluency in other regional languages is an advantage;
- Wants to learn every day and thinks aviation could be the love of one`s life;

**What we offer you:**

- A health Insurance covered 100% from the first employment day.
- Work from home in compliance with company policy.
- Additional holiday days for seniority after 2 years of work for Company.
- A Wellness Day to take care of yourself and a Birthday Day to celebrate.
- Mental gym to support your emotional wellbeing from Mindletic.
- An entertainment flight with a full flight aviation training simulator.
- Convenient parking space at the company campus.
- Extensive on boarding plan to ease your integration into company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve as well as duty trips to headquarters in Lithuania.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.

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**BAA Training** is one of the TOP 3 biggest independent aviation training centres in Europe providing a full scope of aviation training solutions on both – B2B and B2C levels. We are accelerating with the ambitious expansion in Europe and Asia and working with clients from 96 countries. Our mission is to provide aviation community with highly-qualified aviation professionals.