



SALES MANAGER (ENGINE, AIRFRAME AND MATERIALS SERVICES). VILNIUS, LITHUANIA

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.

Recognized as Top Employer of 2025, awarded by the Top Employers Institute, FL Technics demonstrates continuous effort and investments to create a great work environment and ensure the well-being of the ever-growing team in Lithuania and across the globe.

FL Technics is part of Avia Solutions Group, the world's largest ACMI provider, operating a fleet of 136 passenger and cargo aircraft worldwide.

As a **Sales Manager**, you'll thrive if you're passionate about building relationships, understanding customer needs, and turning opportunities into long-term partnerships.

YOUR TASKS:

- Build and maintain long-term partnerships with key clients, ensuring high customer satisfaction and loyalty.
- Act as a trusted advisor by understanding clients' business needs and providing tailored solutions.
- Develop account growth strategies and identify upselling and cross-selling opportunities.
- Maintain regular communication with existing clients to strengthen relationships and identify new business opportunities.
- Ensure excellent customer experience throughout the entire sales cycle and post-sale relationship;
- Monitor customer feedback and proactively resolve issues to ensure long-term client retention;
- Collaborate with internal teams to deliver exceptional service and exceed customer expectations.

WHAT YOU SHOULD BRING:

- Has proven experience in B2B sales, business development or key account management;
- Demonstrates excellent relationship-building and networking skills;
- Is passionate about creating long-term partnerships rather than only closing deals;
- Has outstanding communication, negotiation, and presentation skills;
- Is customer-focused and able to understand client needs and provide value-driven solutions;
- Is proactive, self-motivated, and results-oriented;
- Can confidently communicate with stakeholders at different organizational levels;
- Has experience managing complex sales cycles;
- Speaks English fluently (and other languages, if applicable).

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 3500 € (brutto)

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.