



## SENIOR KEY ACCOUNT MANAGER. RIGA, LATVIA

We are seeking an experienced and results-oriented **Senior Key Account Manager** to join our team. The ideal candidate will possess a strong background in B2B sales within the aviation industry, demonstrate strategic thinking, and excel at cultivating and maintaining long-term client relationships.

### Key Responsibilities:

- Proactively identify and develop new business opportunities.
- Build, maintain, and expand strategic relationships with key clients.
- Oversee key account operations, ensuring high-quality service and profitability.
- Lead new project start-ups—analyzing project scope, planning resources, processes, and cost structures.
- Act as the lead point of contact for customer account management matters.
- Negotiate contracts and close agreements to maximize profit and client satisfaction.
- Ensure timely and successful delivery of solutions aligned with customer objectives.
- Monitor and report on project performance and profitability to management.
- Drive initiatives to enhance the company's pricing, sales, and service competencies.
- Represent SmartLynx professionally at all times, becoming a true ambassador of our brand.

### Requirements:

- A university degree in Business Management, Economics, Finance, or a related field.
- A strong grasp of the ACMI business model and the aviation industry's dynamics.
- A strategic mindset with the ability to develop and execute account plans.
- Excellent negotiation, contract management, and client relationship skills.
- Proficiency in MS Office and outstanding communication skills in English (additional languages are a plus).
- A self-motivated team player with leadership, project management, and problem-solving capabilities.
- Able to lead by example, motivate others, and maintain a high level of professionalism.
- Adept at identifying and managing potential risks within strategic accounts.

### This is why you will love to work with us:

- Opportunity to work together with global aviation experts.
- International, friendly, modern, and comfortable work environment.
- Fully paid lunch and healthy snacks in the office.
- Advanced health insurance after the probation period.
- Paid day off on your birthday.
- For professional and personal development opportunities, join our Talent Academy, Leaders Club, or other development incentives.
- Corporate and social events.

- Competitive salary ranging up to 3000EUR/gross based on your competencies and experience.

*\*Please note that background checks will be conducted on all applicants and restrictions that can suspend the process of employment in accordance with the Law on Aviation Article 57.1. will be additionally evaluated. By applying to this job advertisement, the applicant takes full responsibility for declaring truthful information. In case, if information submitted will be discovered false or the Background Check result will return negative, participation in the recruitment process will be terminated.*

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In its 27 years in the ACMI and air charter business, SmartLynx Airlines has earned a name for itself as one of the finest in the industry. Operating a fleet of Airbus A320s and Airbus A321s aircraft, the airline transports over 3 million passengers annually in Europe and Asia.