



## **SALES SPECIALIST FOR PILOT RUNWAY. VILNIUS, LITHUANIA**

This is a unique opportunity to contribute to a new business line from the ground up and make a real difference in the lives of young people. We are seeking for a sales person to work with groundbreaking new financed pilot training program called Pilot Runway in Lithuania. If you have a proven track record of success in sales we encourage you to apply for this exciting opportunity. You will have an opportunity to grow within a highly motivated team and company - come and join us!

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

- Building relationships with secondary schools/high schools to promote and cooperate for pilot training.
- Answering incoming inquiries (Leads).
- Providing information to the clients by phone, live/virtual meetings and e-mail.
- Presenting in details company's services to customer.
- Career counselling for clients using in-depth market knowledge.
- Actively participating in exhibitions, open days, conferences, webinars, seminars in Lithuania and abroad.
- Analysing the needs of potential clients, planning meetings with them, collecting feedback and making further sales.
- Preparing contract according to the company's standard forms, agreeing on contract conditions with the clients.
- Verifying specific documents and initiating KYC process.
- Coordinating client support prior onboarding: accommodation, visa questions, medical checks, etc.
- Working according to approved company processes.
- Working with company IT systems to monitor and ensure a smooth sale and client service process.
- Participating 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 more than two years of experience in sales.
- Has experience in customer service and is service-minded.
- Knows what formal but pleasant communication with positive energy is.
- Has proven experience as well as the ability to work independently and as part of a team.
- Has excellent skills in a Microsoft Office 365 environment or has basic conceptual computer literacy.
- Is self-motivated and willing to take ownership.
- Has analytical and conceptual thinking skills.
- Mother language is Lithuanian.

- Uses the English language at an effectively operational and independent level.
- Is flexible with good time management skills.
- Has respectful and positive attitude.
- Wants to learn every day and thinks aviation could be the love of one`s life.

#### **What we offer you:**

- Performance-based bonuses to reward your achievements.
- A health Insurance package in compliance with company policy.
- Contribution to your pension fund for seniority.
- Additional holiday days in compliance with company policy.
- A Wellness day to take care of yourself and relax.
- Mental gym to support your emotional wellbeing from Mindletic.
- Contemporary and convenient office space in a new growing AEROCITY area.
- Child care zone, gym, entertainment flight with a full flight aviation training simulator.
- Public transport cover during the weekdays or parking space near the office.
- Discounts and special offers from various partners of the group.
- Extensive on boarding plan to ease your integration into company.
- Personal growth possibilities if you are eager to progress in your career, we have a bunch of examples to share.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve.

Salary: from 2315 € to 2645 € (brutto)

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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.