



BUSINESS DEVELOPMENT MANAGER. ALL CITIES, ALL COUNTRIES

Aeroclass.org, part of BAA Training, is the first ed-tech company in the aviation market whose goal is to be the number one online platform for aviation training in the world! The company provides unique and customer-focused aviation training in the most accessible format possible. Following the goals of BAA Training, Aeroclass.org is building a wide portfolio of training solutions for aviation professionals: business managers, lawyers, HR, communication, marketing, pilots, engineers, and crew. We are looking for a Business Development Manager who is brave enough to take responsibility for getting the deal done: a sharp mind who will gain a deep knowledge and understanding of every aspect of Aeroclass.org products and services.

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

- Implementing strategies to increase B2B sales growth and profitability through the development of new markets;
- Searching for contacts and companies who would be interested in Aeroclass.org products & services;
- Identifying (B2B) client needs and creating offers for appropriate products/solutions;
- Preparing and leading sales pitches;
- Outbound calling (including cold calls), online/onsite meeting and presenting, promoting and selling Aeroclass.org products to companies from the aviation industry;
- Building long-term relationships with new B2B customers;
- Partnering with the appropriate functional teams to prepare formal and informal sales proposals;
- Proposing innovative solutions on how to increase sales volumes;
- Traveling abroad and participating in events, exhibitions;
- Working according to approved company processes;
- Working with company IT systems to monitor and ensure a smooth sales 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 the direct manager.

We dream about a team member who:

- Has more than 3 years of experience in Sales or Business Development;
- Has experience in EMEA markets, in the Aviation or Education sector (would be considered an advantage);
- Has strong business acumen and thorough understanding of Sales process;
- Uses the English at an effectively operational and independent level. French or other languages are considered as an advantage;
- Is a team player;

- Has good skills in a Microsoft Office 365 environment or has basic conceptual computer literacy;
- Can work independently and is self-motivated and willing to take ownership;
- Knows how to manage several complex projects at once;
- Has analytical and conceptual thinking skills;
- Has willingness to share skills, knowledge and expertise;
- Is flexible with good time management skills;
- Has respectful and positive attitude;
- Wants to learn every day and think aviation could be the love of one's life.

What we offer you:

- Additional holiday days for seniority after 2 years of work for the 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 extensive on-boarding plan to ease your integration into the company.
- An international and multicultural environment in vibrant industry with plenty of challenges to achieve.
- Personal growth possibilities, if you are eager to progress in your career, we have a bunch of examples to share.

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.