



SALES MANAGER (BASE MAINTENANCE DEPARTMENT). VILNIUS, LIETUVA

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 192 passenger and cargo aircraft worldwide.

YOUR TASKS:

- Identify and research potential clients and market opportunities;
- Prospect and develop new business opportunities;
- Prepare and present sales offers to customers;
- Build and maintain strong client relationships — from special occasion greetings to regular visits;
- Arrange business development meetings with prospective clients and partners;
- Negotiate contract terms and communicate effectively with various stakeholders;
- Participate in the management of heavy maintenance projects;
- Prepare and deliver presentations to prospective clients and internal executives.

WHAT YOU SHOULD BRING:

- 2-4 years of proven experience in international sales management (preferably in the aviation industry);
- Proficiency in English (any additional language would be an advantage);
- Strong knowledge of contract terms and their impact on the financial aspects of projects;
- Excellent organizational skills and attention to detail, combined with strong research, analytical, and Excel skills;
- Ability to manage multiple projects and responsibilities simultaneously with effective time management;
- Outstanding interpersonal and communication skills, with a track record of building lasting client relationships;
- Self-motivated, proactive, enthusiastic, and eager to learn and grow.

WORKING AT FL TECHNICS:

- Exclusive experience to the aviation business industry;
- Flexible working hours to promote work-life balance;
- 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 from 4000 Eur (bruto), final offer will be proposed based on your experience and competencies.

Darbo užmokestis: nuo 4000 € (bruto)

„FL Technics“ – tarptautinė orlaivių techninės priežiūros, remonto ir aptarnavimo (MRO) paslaugų tiekėja. Įmonės veiklos kryptis sudaro operatyvioji ir periodinė orlaivių priežiūra, orlaivių komponentų ir atsarginių dalių tiekimas, variklių remontas, orlaivių inžinerinis palaikymas, techniniai mokymai. Įmonėje dirba per 1200 darbuotojų angaruose ir biuruose Vilniuje, Kaune (Lietuva), Londone (Jungtinė Karalystė), Džakartoje (Indonezija), ir Harbine (Kinija) bei operatyvinės priežiūros stotyse visame pasaulyje.