



Avion Express is the largest airline in Lithuania and the largest narrow-body wet-lease operator in the world. In 2018 Avion Express will operate 18 Airbus A319/320/321 aircraft.

The company is growing rapidly and is now recruiting personnel to strengthen the team.

Avion Express is based in Vilnius, Lithuania.

COMMERCIAL MANAGER

DESCRIPTION:

Avion Express is an airline for airlines – a leading B2B service provider, which is providing ACMI services globally. Due to continuous expansion, Avion Express is seeking to strengthen its commercial team and is looking to hire a Commercial Manager, who will provide overall commercial leadership in the Company. Commercial Manager will report directly to the CEO of the Company.

DUTIES:

- Develop and implement commercial strategy of the Company;
- Build, establish and maintain relationships with key accounts to fuel the growth-oriented strategy of the Company;
- Negotiate and establish commercial contracts and agreements, which are in line with the Company objectives, with current and new accounts;
- Identify and utilize business development opportunities;
- Lead and develop commerce department.

REQUIREMENTS AND QUALIFICATIONS:

- 5+ years of experience in commercial manager positions in B2B sales;
- Proven track-record in development and implementation of commercial strategies;
- Great communication and interpersonal skills;
- Fluency in verbal and written English;
- Willingness to travel;
- International working experience will be regarded as an advantage.

COMPANY OFFERS:

- Challenging position in an expanding company based in Quadrum Business Centre;
- Competitive salary and social benefits, including health insurance;
- All conditions required for professional and personal growth;
- Opportunity to work in truly international business environment.

Please apply in English at coffice@avionexpress.aero