



Avion Express is the largest narrow-body ACMI operator in the world and the largest airline in Lithuania. Since the introduction of its first Airbus A320 in 2011, the company reached its largest fleet of 18 Airbus A320 family aircraft in 2018.

Headquartered in Vilnius, Lithuania, Avion Express has established long-term partnership with clients in Europe and is also operating in South America and Asia-Pacific.

The company creates supportive work environment and provides opportunities for employees to grow, both professionally and personally.

COMMERCIAL PROJECT MANAGER

Avion Express is an airline for airlines – a leading B2B service provider offering ACMI services globally. Due to continuous expansion, Avion Express is seeking to strengthen its commercial team and is looking to hire a Commercial Project Manager who will play an important role within the commercial team in the company. Commercial Project Manager will report to the Commercial Manager.

DUTIES:

- Identify and utilize business development opportunities;
- 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's objectives, with current and new accounts;
- Work on project reconciliations, follow contractual obligations of key accounts and perform other commercial tasks.

SKILLS AND QUALIFICATIONS:

- 3+ years of experience in commercial/sales positions in B2B sales;
- Proven sales track-record;
- Great communication and interpersonal skills;
- Fluency in verbal and written English;
- Willingness to travel up to 50% of the time;
- International working experience will be considered 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 a truly international business environment.

Please apply at cwoffice@avionexpress.aero