

COMMERCIAL PROJECT MANAGER

WHY US?

Avion Express is an experienced narrow-body ACMI operator operating 22 Airbus A320 family aircraft.

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

In 2019 Avion Express established Avion Express Malta, a subsidiary airline based in Malta which operates Airbus A320 aircraft fleet.

Avion Express was recognized by Verslo Žinios as one of the Top 20 Most Desirable Employers in Lithuania in 2019. The company was also awarded ACMI Operator of the Year 2019 at Air Transport Awards by International Business News and reached the 22nd position among Lithuanian Business Leaders Top 500 in 2018 according to Verslo Žinios.

Avion Express is an airline of opportunities that creates a supportive work environment and conditions for employees to grow, both professionally and personally.

ARE YOU READY TO?

- ▶ 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 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.

DOES IT SOUND APPEALING?

- ▶ Friendly atmosphere in a modern business center;
- ▶ Competitive salary and social benefits, including health insurance;
- ▶ All conditions and opportunities for professional and personal growth;
- ▶ Opportunity to work in a truly international business environment.

DO YOU HAVE WHAT IT TAKES?

- ▶ 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 would be an advantage.

We are passionate about our work, but we also love the people we surround ourselves with.

Join us, you'll see what we mean.

Apply in English at
cvoffice@avionexpress.aero