

# Head of Commercial Account Management

## WHY US?

Avion Express is a globally leading narrow-body ACMI (Aircraft, Crew, Maintenance, Insurance) and charter airline. The company operates an Airbus A320 family aircraft fleet.

Avion Express is looking for ambitious professionals to spur the company's growth and Commercial Account Management function.

The company creates an international and dynamic work environment and ample opportunities for employees to grow both professionally and personally.

## ARE YOU READY TO?

- ▶ Lead a Team of Commercial Account Managers;
- ▶ Manage a portfolio of and maintain as well as expand the relationship with existing and new customers;
- ▶ Develop and coordinate the commercial account management process including but not limited to external and internal communication;
- ▶ Supervise project reconciliations, recharges, customer payment and contractual obligation processes;
- ▶ Oversee and develop ad-hoc sales, KYC, insurance, slot & schedule managing tasks and other commercial processes.

## DO YOU HAVE WHAT IT TAKES?

- ▶ 4+ years of experience in commercial / sales account management;
- ▶ 2+ years of team leading / management experience;
- ▶ Strong numerical literacy;
- ▶ Attention to details is a must;
- ▶ Excellent communication, interpersonal and negotiation skills;
- ▶ Fluency in English, both spoken and written;
- ▶ Problem solving skills and a commercial mindset;
- ▶ International working experience and/or experience in the ACMI/charter markets or aviation in general would be an advantage.

## DOES IT SOUND APPEALING?

- ▶ Position, based in Vilnius, Lithuania;
- ▶ Friendly atmosphere in a modern business center;
- ▶ Competitive salary (starting from 4220 € gross, depending on your experience) and social benefits, including health insurance;
- ▶ Daily lunch compensation;
- ▶ Other benefits: hybrid work schedule, opportunity to book standby flights, access to the childcare room, gym for your physical and mental health (Mindletic), daily fruits and weekly pastries;
- ▶ Opportunities for professional and personal growth;
- ▶ Opportunity to work in a truly international business environment.

Apply in English at  
[cvoffice@avionexpress.aero](mailto:cvoffice@avionexpress.aero)