

COMMERCIAL PROJECT MANAGER

WHY US?

Avion Express is a narrow-body ACMI (Aircraft, Crew, Maintenance, Insurance) and charter operator. Avion Express provides top-level short and long-term aircraft wet-leasing (ACMI) solutions and also offers its' clients aircraft on a charter basis. The company operates an Airbus A320 family aircraft fleet.

Avion Express is looking for ambitious professionals to support the company's matters and further development of the company. The position is based in Vilnius, Lithuania.

The company 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 in challenging ACMI markets with a primary focus on Europe;
- ▶ Build, establish, and maintain relationships with key accounts to fuel sales of the company;
- ▶ Negotiate and establish commercial contracts and agreements with current and new accounts in line with the company's objectives;
- ▶ Work on project reconciliations, follow contractual obligations of key accounts, and perform other commercial tasks.

DO YOU HAVE WHAT IT TAKES?

- ▶ 5+ years of experience in commercial/sales positions in B2B sales;
- ▶ Proven sales track record;
- ▶ Great communication and interpersonal skills;
- ▶ Fluency in English, both spoken and written;
- ▶ International working experience would be considered an advantage.

DOES IT SOUND APPEALING?

- ▶ Position, based in Vilnius, Lithuania;
- ▶ Friendly atmosphere in a modern business center;
- ▶ Competitive salary (starting from 4000 € gross, depending on your experience) and social benefits, including health insurance;
- ▶ Other benefits: lunch compensation, 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.

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