



Avia Solutions Group is a WSE Listed group of companies focusing on aviation business solutions for airlines and travel business companies offering integrated fleet management, crew training, management and rental, charter flight, aircraft maintenance and other services.

The Group has developed a strong technical base, teamed and trained top-level professionals, received international activity certification and recognition. Strong technical staff and risk management team, necessary infrastructure and attractive pricing are the most important Avia Solutions Group advantages in the international aviation market.

Avia Solutions Group provides clients with professional services both in Lithuania and in other countries. The Group already has representative offices in Moscow (Russian Federation), Warsaw (Poland), Rome (Italy) and Tallinn (Estonia).

Currently the company is looking for:

CUSTOMER'S ACCOUNT MANAGER

A corporate account manager is a high quality manager responsible for maintaining the relationship between the clients and the company. In this role, a Corporate Account Manager is responsible for an entire portfolio of client relationships in multiple locations. Corporate account managers serve as the primary contact for the client, which emphasizes the need for both excellent customer skills and a thorough knowledge.

The corporate account manager is a person that defines relationships with the main decision makers on the clients' behalf. Such person must be highly qualified in the fields of general management and aviation who's major objective whilst communicating with companies is to 'fill the client's card with a complete list of products' (in other words, the client must eventually buy all ASG products from the group's companies). The daily activities of the account manager include negotiations regarding sales, however, the final agreement drafting falls onto a delegated product manager. Particular companies and specific profit-related objectives regarding individual products are decided upon by the ASG sales manager.

Corporate account manager is accountable for:

- meeting and growing revenue goals for assigned accounts
- planning sales and business development opportunities, including supporting local sales and service teams
- budgeting for the above functions
- negotiation and maintenance of sales or service contracts

Responsibilities:

- Identifying potential new clients and business opportunities, generating ways to attract new clients;
- Maintaining a good understanding of clients and their business strategies;
- Maintaining the relationship between the clients and the company and being responsible for an entire portfolio of client relationships in multiple locations;
- Ensuring that clients pay on time;
- Ensuring, controlling and presenting timely sales reports;
- Meeting and growing revenue goals for assigned accounts;
- Planning sales and business development opportunities, including supporting local sales and service teams;
- Selling products and new campaigns;
- Budgeting for the above functions;
- Negotiation and maintenance of sales or service contracts.

Requirements:

- Good spoken and written communication skills;
- Strong presentation and negotiation skills;
- Confidence, tact and a persuasive manner;
- Excellent professional image;
- Good organizational and time management skills;
- Experience maintaining strong, long-term customer relationships with significant add-on/repeat business;
- The ability to lead and motivate a team;
- A willingness to work long hours, often under pressure;
- Good business sense and the ability to work to budgets;
- Good analytical and problem solving skills.



We offer:

- Great opportunities to grow professionally;
- A possibility to get to know the industry well with colleagues support and help as well as independently; ability to use a high quality material and literature, to get in contact with the best professionals in the industry;
- Dynamic, inspiring and international environment;
- A stable, creative and challenging work in a young team;
- Good salary package according to the qualification and experience.

We are looking forward for skilled, open-minded individuals who are willing to share their knowledge as well as learn. Welcome to Avia Solutions Group!

If you think you are the right person to join us, please send us your Curriculum Vitae and cover letter by e-mail cv@aviasg.com