



HEAD OF BUSINESS DEVELOPMENT

WHY US?

Avion Express Malta 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 Malta is looking for ambitious professionals to spur the company's growth and business development.

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

ARE YOU READY TO?

- ▶ Research, identify and develop new business opportunities;
- ▶ Present and discuss business opportunities with the company executives;
- ▶ Manage and implement current and new business development projects;
- ▶ Together with the management of the company, periodically review and renew business development strategy;
- ▶ Build and manage strategic relationships with customers in newly developed business areas.

DO YOU HAVE WHAT IT TAKES?

- ▶ 5+ years of experience and proven track record in business development;
- ▶ Great project management skills;
- ▶ Winner's mentality;
- ▶ Strategic thinking and strong business acumen;
- ▶ Excellent communication, interpersonal and negotiation skills;
- ▶ Fluency in English, both spoken and written;
- ▶ International working experience in the aviation sector would be considered an advantage.

DOES IT SOUND APPEALING?

- ▶ Position, based in Vilnius, Lithuania;
- ▶ Friendly atmosphere in a modern business center;
- ▶ Competitive salary and social benefits, including health insurance;
- ▶ Opportunities for professional and personal growth;
- ▶ Truly international business environment.

Apply in English at
cvoffice@avionexpressmalta.aero