

COMMERCIAL PROJECT MANAGER

WHY US?

Avion Express Malta is a narrow-body ACMI (Aircraft, Crew, Maintenance, Insurance) and charter operator. Avion Express Malta 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 Malta is looking for ambitious professionals to support the company's commercial activity and further development of the company.

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 ACMI, charter and cargo markets;
- ▶ Build, establish and maintain relationships with various customers and brokers to fuel the sales of the company;
- ▶ Negotiate and establish ad-hoc and longer-term agreements with current and new accounts in line with the company's objectives;
- ▶ Work on project reconciliations, follow payments and contractual obligations of key accounts and perform other commercial tasks.

DO YOU HAVE WHAT IT TAKES?

- ▶ 2+ years of experience in commercial/sales positions in B2B sales;
- ▶ Proven track record in sales;
- ▶ Great communication and interpersonal skills;
- ▶ Fluency in English, both spoken and written;
- ▶ 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 2455 € gross, depending on your experience) and social benefits, including health insurance;
- ▶ 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;
- ▶ Truly international business environment.

Apply in English at
cvoffice@avionexpressmalta.aero