



GENERAL MANAGER - GREATER BAY. HONG KONG, CHINA

Are you ready to charter your own career?

The runway to success in global aviation begins here...

Are you looking for a dynamic and strategic General Manager – Greater Bay to lead our commercial operations in the region. This is a key leadership role responsible for driving business growth, managing commercial teams, and delivering exceptional customer experiences.

If you are a results-driven leader with a strong background in aviation and business development, we invite you to join our team!

Purpose of the Role

- Oversee regional performance and ensure business objectives are met.
- Lead teams, develop strategies, and improve operations.
- Strengthen client relationships and secure new business.
- Ensure compliance with company policies and industry regulations.

Responsibilities of the Role

- Proactively identify opportunities to grow the business in new and existing markets to ensure business objectives are met.
- Build-up long-term business relationships with clients in order to guarantee for business to return.
- Ensuring that processes across the region removes potential risk to the business by ensuring checks and balances are in place.
- Negotiate with aircraft providers when necessary to procure best value for clients.
- Evaluate suitable commission schedule.
- Ensure timely offer with detailed and accurate information is provided for clients.
- Follow up regularly and work towards confirmation.
- Ensure all contracts, insurance and regulatory matters are accurate, legally compliant and that company requirements are met.
- Verify supplier contract in detail and ensure all terms comply with company charter agreement.

- Issue flight brief with all flight related information.
- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions.
- Maintain and develop relationships with both key clients and new business leads to maximise business opportunities and increase client loyalty in an industry where client retention is never guaranteed.
- Ensure client is always kept informed of any development linked to specific bookings.
- Lead by example and use a hands-on support approach to managers and staff.
- Foster a highly collaborative, commercial approach to inter-company business encouraging greater communication at all levels.

What We Offer

- Competitive salary
- Comprehensive benefits package
- Opportunity to join a global company and be part of a diverse international team
- Professional development and career opportunities
- Unlimited access to thousands of courses on LinkedIn Learning platform

With more than 50 years of experience, the Chapman Freeborn group provides a diverse range of aviation-related services on a global basis. Our expertise in all areas of the air charter industry makes us the number one choice for many of the world's leading logistics providers, multinational corporations, travel partners, and well-known names from the entertainment business.

Chapman Freeborn is a family member of Avia Solutions Group, a leading global aerospace services group with almost 100 offices and production stations providing aviation services and solutions worldwide. Avia Solutions Group unites a team of more than 11,500 professionals, providing state-of-the-art solutions to the aviation industry and beyond.

Chapman Freeborn provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, colour, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Chapman Freeborn combines over 46 years of experience with unrivaled global coverage to meet the air charter requirements of customers 24 hours a day, 365 days a year. The company's diverse client base includes major corporations, governments, non-governmental organizations (NGOs) and relief agencies, as well as high net worth individuals (HNWIs) and prominent figures from the entertainment world.