



## **BD CONSULTANT PAX & VIP. JOHANNESBURG, SOUTH AFRICA**

**Are you ready to charter your own career?**

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

Are you looking for an opportunity to work for a global brand where you can use your skills, be part of a diverse team and grow with a dynamic company? We are looking for an experienced **Business Development Consultant - PAX & VIP Charters** to join the team in **Johannesburg, South Africa**. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales with a background in commercial aviation.

### **Purpose of the Role**

- To proactively identify targets and secure business opportunities across both the Passenger / Commercial and Private Jet products
- To build strong and productive relationships with new and existing clients to ensure business objectives are achieved
- Responsible for developing the Passenger Sales Strategies and implementing related business objectives across the region in line with the manage
- To play a fundamental role in developing future growth and enhancing the position of the company as a market leader
- Achieving growth and hitting sales targets

### **Responsibilities of the Role**

- To proactively support the development of the Passenger Strategies and implement related business objectives across the Region in line with the IMEA pax objectives
- To proactively identify opportunities to grow the business in new and existing markets to ensure business objectives are met
- To generate and manage a portfolio of clients and actively develop new business through initiative including following up on new leads, client recommendations and networking opportunities
- Use initiative to identify new potential areas for business development
- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions
- Visiting potential, new and existing customers with a view to generate further business
- Maintain and develop relationships with both key clients and new business leads to maximize business opportunities and increase client loyalty in an industry where client retention is never

guaranteed

- To work in conjunction with the yearly strategies laid out by the ExCom, Senior Management and Management Teams

## **Qualifications**

- Minimum 3 years of experience in a sales role within aviation
- Knowledge of the local Africa market
- Team player to work in a fast-paced environment
- Strong relationship building, account management & customer service skills
- Ability to successfully balance client needs with business objectives

## **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.

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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.