



## **BUSINESS DEVELOPMENT CONSULTANT - PASSENGER & VIP. RIYADH, SAUDI ARABIA**

**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 - Passenger & VIP** to join the team in **Saudi Arabia, Riyadh**. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales with a background in PAX/VIP.

### **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 local management.
- 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
- Designing and implementing a strategic sales plan in conjunction with the local management to expand the company's customer base and ensure its strong presence

### **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 organisational objectives
- Working in conjunction with the local management to develop with them, country-specific plans in line with Passenger Sales Strategies and to support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business
- Monitor progress monthly against Passenger Sales Strategies and report to the Local management bi-monthly (Feb/Apr/Jun/Aug/Oct/Dec) highlighting any issues or concerns making recommendations

for action where applicable

- 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 initiatives including following up on new leads, client recommendations, and networking opportunities
- To actively pursue incentive and marketing agreements with clients
- Work in partnership with the Region's Passenger brokers by providing them with all relevant information and supporting them throughout the brokering process
- To assist the broking teams in managing clients where necessary
- 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

## **Qualifications**

- Minimum 3-5 Years of experience in a sales role within Aviation
- Knowledge of the global and local Saudi market
- Background in PAX & VIP charter sales
- 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.