



## **SALES EXECUTIVE - CCM (W/M/D). FRANKFURT, GERMANY**

**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 **Sales Executive (CCM)** to join the team in **Frankfurt, Germany**. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales with a background in cargo.

### **Purpose of the Role**

- Provide prompt and efficient aviation logistical services to internal and external clients
- Provide a professional and positive image of the Company to clients and suppliers
- Promote and act positively upon commercial opportunities within the group (internal only)
- To present your CCM product in your local market for open capacity on CF charter flights, capacity of other carriers and Magma scheduled flights

### **Responsibilities of the Role**

- Continuous monitoring and action of requests by suppliers and clients
- Follow the Company operating systems and procedures
- Maintain good professional relationships with clients, suppliers and colleagues
- Ensure all outstanding requests are followed up on a daily basis
- Ensure the most (cost) effective planning is actioned
- Keep up to date on latest operational capabilities of aircraft, airports, operators and handlers
- Selling the cargo capacity products to suitable targets to generate enquires and maintain contacts to ensure return
- Use initiative to identify new potential areas for business development
- 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
- Approval of invoices for all services used by Operations department and also prepare outgoing invoices

## **Qualifications**

- Minimum 3 years of experience in a sales role within cargo
- Knowledge of the local 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.