



HEAD OF MUSIC & ENTERTAINMENT. FORT LAUDERDALE, UNITED STATES OF AMERICA (THE)

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 a Head of Music & Entertainment to join the team in the Americas. The successful candidate will be passionate about the aviation industry, target- and goal-driven, and have experience in the Entertainment industry.

Purpose of the Role

- To conduct telesales through outbound calling to new and prospective clients.
- Achieve various sales targets in respect of calls, meetings and CRM entries made as agreed by management.
- To expose Chapman Freeborn to a wider audience and promote diverse products/services

Responsibilities of the Role

- Develop new business opportunities across the music, entertainment, touring, live events, and festival sectors.
- Build and maintain relationships with artists, talent managers, tour managers, record labels, promoters, production companies, and entertainment agencies.
- Generate and qualify leads through networking, referrals, industry events, social media, and direct outreach.
- Proactively identify and engage prospective clients to expand Chapman Freeborn's presence within the entertainment industry.
- Manage inbound enquiries and convert opportunities into long-term client relationships.
- Promote and sell bespoke private charter and travel solutions tailored to entertainment and touring clients.
- Develop a strong pipeline of opportunities and maintain accurate records within the CRM system.
- Research market trends, touring activity, and emerging opportunities within the entertainment sector.
- Build strategic relationships with key industry stakeholders to increase brand awareness and drive revenue growth.
- Attend concerts, festivals, conferences, showcases, and networking events to generate business opportunities and strengthen industry connections.

- Work closely with operations and charter teams to deliver seamless travel solutions for clients.
- Maintain a thorough understanding of touring logistics, entertainment travel requirements, and VIP client expectations.
- Provide exceptional client service in fast-paced, time-sensitive environments.
- Represent Chapman Freeborn professionally at industry events and within the entertainment community.
- Travel domestically and internationally as required to support business development activities and client relationships.

Qualifications

- Proven business development, sales, or account management experience within the music, entertainment, touring, live events, luxury travel, or aviation sectors.
- Established network within the entertainment industry, including artist management, promoters, agents, production teams, or touring professionals.
- Demonstrated success in generating new business and achieving revenue targets.
- Strong relationship-building, negotiation, and communication skills.
- Ability to work independently while managing multiple client opportunities and priorities.
- Experience using CRM systems to manage pipelines and client activity.
- Willingness to travel and attend industry events, festivals, conferences, and client meetings.

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 11,000 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.