



BUSINESS DEVELOPMENT MANAGER ASEAN. HO CHI MINH CITY, VIET NAM

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 Manager ASEAN** to join our team in **Hanoi or Ho Chi Minh, Vietnam.**

Purpose of Role

- Drive business growth within the Cargo department by proactively sourcing new potential clients through cold calling, nurturing established relationships and developing new connections that leads to securing charter flight contracts.
- Business Development and Market Expansion: Develop and implement strategies to increase your own sales, enhance company visibility and expand reach across the region, using industry networks and market insights to identify and capitalise on new opportunities.
- Business Development and Communication: Develop strong business relationships by liaising with clients to understand their needs, relaying operational information effectively and ensuring seamless communication to deliver excellent service and build trust, every time.

Responsibilities

- Maintain a high and consistent volume of cold calls to identify potential clients, generate new business opportunities and achieve sustained results that meet or exceed KPI expectations.
- Maximise opportunities with dormant or previously targeted companies by utilising strategic communication and relationship-building skills to re-engage them and convert dormant leads into active clients.
- Log business activity of calls and meetings on the Company CRM accurately describing development of the business opportunity and consistently follow up to ensure maximising potential deals and bookings.
- Continually explore new business opportunities and untapped markets through research, cold calling and industry networking to grow the client portfolio.
- Build and maintain strong relationships with clients, ensuring their needs are met and they receive excellent service.
- Follow up promptly and consistently on all calls and leads to build a strong sales pipeline, continuously developing own pipeline and growing client base into active customers.

- Take ownership of high-value opportunities and contracts, overseeing their execution from start to finish. Act as the escalation point for complex client issues, offering solutions and ensuring seamless delivery while maintaining a strategic focus on driving business growth.
- Collaborate with clients to understand their logistical challenges and provide innovative, value added and cost-effective solutions. Adapt strategies to evolving industry conditions and client requirements.
- Manage the sales cycle from initial contact to closing, including proposal preparation, negotiation, and securing contracts. Ensure profitable deals are aligned with business goals.
- Meet and exceed the expected KPI targets and objectives set for cold calling, client acquisition and business development, ensuring consistent performance and alignment with company goals.

Qualifications

- Minimum 3-5 Years of relevant experience
- Knowledge of the local market
- Experience in Aviation industry
- 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
- Must be eligible to work in Vietnam

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, color, 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.