



BD EXECUTIVE - VIP & PAX. MUMBAI, INDIA

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 - VIP Passenger Charters** to join our team in **India**. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience leading a team.

Purpose of Role

- Proactively identify targets and secure business opportunities across passenger, commercial and private jet products.
- Build strong, productive relationships with new and existing clients to achieve business objectives.
- Develop passenger sales strategies and implement related business objectives across the region in alignment with local management.
- Conduct proactive research to identify and develop new business opportunities in existing and emerging markets, aligning with the company's overall strategy to meet business objectives.
- Secure profitable new clients through direct telephone or face-to-face interactions, acting as a representative of the company.
- Play a fundamental role in driving future growth and enhancing the company's position as a market leader.
- Design and implement a strategic sales plan, in collaboration with local management, to expand the company's customer base and ensure a robust market presence.
- Proactively support the development of passenger strategies and implement related business objectives across the region in line with the organisational objectives.
- Work in conjunction with the Country Manager - INDIA to develop passenger sales strategies and support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business.
- Implement the strategic business plan to attract new clients/accounts and increase the annual revenue of the region.

Qualifications

- Minimum 6+ years of relevant experience
- Experience managing a team
- 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

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.