



## **ACMI VICE PRESIDENT OF BUSINESS DEVELOPMENT (LATAM). MEXICO CITY, MEXICO**

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?

Chapman Freeborn's ACMI team is looking for a Vice President of ACMI (LATAM) based in USA or any LATAM country, who thrives in a fast-paced environment and wants to learn and grow with a global team.

We will provide the successful candidate with training, as well as the industry know-how. Bringing strong professional connections from clients and customer relationship management skills are essential for the successful candidate to bring.

### **Purpose of Role**

- Proactively identify targets and secure business opportunities across Chapman Freeborn ACMI product.
- Develop and drive forward, the global ACMI LATAM Leasing strategies for Chapman Freeborn working closely with the wider Global ACMI team.
- Develop a profitable revenue stream in the key regional area of LATAM as well as developing markets.
- Advise and support the President (Americas) and the President (ACMI Leasing) in implementing the agreed annual ACMI strategies.
- Work closely with the President (Americas) & SVP ACMI Americas to align and coordinate operations and sales activities for the commercial benefit of the group and provide solutions where issues arise.
- Monitor and regularly report business intelligence, progress to the President (Americas) and SVP ACMI Americas
- Build strong and productive relationships with new and existing clients to ensure business objectives are achieved.
- Develop the ACMI Leasing products and services throughout the LATAM region.

### **Key Job Responsibilities**

#### **Client / Airline Relationship Management**

- Manage inquiries from both existing and potential clients by providing customized solutions that fit within budgetary and operational constraints, ensuring the company achieves an appropriate profit.
- Liaise with clients to identify requirements and source suitable and competitive aircraft solutions.

- Visit potential, new, and existing customers with a view to generate future business.
- Maintain and develop relationships with key clients, airlines, operators, and new business leads to maximize business opportunities.
- Ensure that all operational aspects are relayed between all stakeholders to ensure on time operations and seamless deal flow.

#### Business Development

- Identify new and potential areas for business development.
- Actively cross-sell and utilize services and opportunities offered via Chapman Freeborn.
- Keep up to date with competitor activity and specific business intelligence for the LATAM region.
- Work towards and in line with all agreed group sales and operations strategies.

#### Contract Management

- Ensure all contracts are made according to company requirements, are accurate, and legally compliant with applicable approvals.
- Liaise with clients and suppliers on issues relating to contracts to ensure appropriate solutions are identified.
- Generate and develop leasing opportunities within the aviation industry.
- Negotiate lease contracts and maintain a full in depth understanding of lease requirements.
- Maintain an ability to undertake wet and damp leases.

#### Sales Strategy

- Responsible for developing the LATAM ACMI Leasing strategies by implementing related business objectives across the Group.
- Work in conjunction with President (Americas), SVP ACMI Americas, and global ACMI team to develop plans in line with ACMI Leasing 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 ACMI Leasing strategies.

#### People Management

- Foster a highly collaborative and commercial approach to inter-company business, encouraging greater communication at all levels.
- Act in a professional, confidential, and appropriate manner in all staff interactions and employee matters.

#### Key customer, supplier and GSA relationships

- In line with the agreed ACMI Leasing Strategies, be responsible for the management, sourcing, performance, and monitoring of group incentive arrangements with customers, suppliers and GSA relationships on local, regional and global level.
- Generate sales activity for the ACMI Leasing team for all customers on a regional perspective.
- Continuously source new operators/suppliers (carriers) to ensure necessary relationships are built and an increase in active clients is achieved.

#### 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 aims to promote equality, diversity, fairness and respect for future and current staff at all levels of the organization. We aim to provide equal opportunities in all aspects of employment and to ensure that the talent and skills of all individuals are maximized. Will replace with below paragraphs with the advice of the legal department.

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.

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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.