



SALES DEVELOPMENT MANAGER (ITALY). MILAN, ITALY

Elevate the Italian Skies with KlasJet!

Work remotely and spearhead our expansion by identifying key commercial opportunities, crafting bespoke VIP client proposals, and fostering enduring relationships. Your role is pivotal in steering our growth trajectory through insightful client engagement and luxury service promotion.

RESPONSIBILITIES:

- Identify commercial leads and new potential VIP direct clients;
- Elaborate VIP client proposals, negotiate offers, and execute sales;
- Build long-term relationships with new and existing customers;
- Provide trustworthy feedback and maintain accurate customer and transactional after-sale information using the CRM and Wiseteam tools;
- Partner with the appropriate functional teams to prepare formal and informal sales proposals;
- Promote the company's services addressing or predicting clients' objectives.

REQUIREMENTS:

- Higher education in business management, sales, or relevant field;
- At least 3 years of experience in the **B2B active sales field**;
- **Proven experience in the aviation industry is essential for this role**;
- Strong business acumen and thorough understanding of sales process;
- Proficiency in using VIP customer stated needs and feedback to help design customized solutions;
- Polished communication skills, influencing, negotiating, leadership, and relationship-building skills;
- Excellent verbal and written communication in **English and Italian**;
- Proficiency in working with MS Office package and CRM software.

COMPENSATION AND BENEFITS PACKAGE:

- An interesting and challenging position within an international company in a fast-moving and fascinating aviation industry;
- The unique opportunity to connect and build strong relationships over time with assigned customers: from worldwide known corporate companies, sports teams, and music bands to small airlines, start-ups, privately owned or government-led airlines to major players in aviation;
- Opportunities to further grow and develop in the exciting and growing aviation company;
- Performance-based bonuses;
- Business trips around Europe;
- Possibility to implement innovative ideas and solutions.

The final offer is a matter of agreement as it depends on the experience and competencies of the candidate.

Salary: from 4100 € to 5500 € (brutto)

KlasJet is an exclusive private and corporate jet charter company, renowned as a leader in the provision of bespoke group flights worldwide. Operating one of the biggest Boeing 737-VIP fleets globally, the company stands out visually through its unique livery, and professionally through its reputation for offering meticulously personalised, high-quality customer service. From sports teams and entertainers, meetings and events, to diplomatic envoys and corporate business travel KlasJet can offer the perfect service tailored uniquely to any particular needs.