



## **SENIOR BUSINESS DEVELOPMENT MANAGER - SPORTS. GATWICK, UNITED KINGDOM**

**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?

This is a unique opportunity to leverage your expertise as a **Senior Business Development Manager-Sports** within the Air Charter industry and contribute to the continued success of a leading global brand. Join our dynamic Passenger Broker Team out of our **Gatwick or London** locations!

We will provide the successful candidate with any necessary training, as well as the industry know-how.

### **Purpose of Role**

- To proactively identify, target and secure business opportunities for the Sports products in the region.
- To build strong, productive relationships with new and existing Sports clients to ensure business objectives are achieved.
- To generate and manage a portfolio of clients and actively develop new business through initiative including following up on new leads, client recommendations and networking opportunities.
- To manage, coach and lead the sales executives to target and secure new business opportunities.
- To assist growing the products across the region working in conjunction with brokers and leadership teams in the UK.

### **Key Responsibilities**

#### Sales Strategy

- Responsible for developing the Sales Strategies (for the region) and implementing related business objectives across the region in line with the Director of Passenger Charter - UK as well as with the Vice President Passenger - Europe.
- Working in conjunction with Passenger broker teams to develop with them, region-specific plans in line with the Sales Strategies in place and to support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business.
- Monitor progress monthly against Sales Strategy and report to the Director of Passenger Charter - UK, with monthly reports along with any issues or concerns and making recommendations for action where applicable.
- To report back to the Director of Passenger Charter - UK, on the activities and adherence to the

Sales Strategy.

#### Business Development

- To proactively identify opportunities to grow the Sports business in the region in new and existing markets to ensure business objectives are met.
- Use initiative to identify new potential areas for business development.
- Keep up to date with competitor activity to identify business opportunities.
- Work towards and in line with all agreed group sales and operations strategies
- Work in partnership with the local broker departments by providing them with all relevant information and supporting them throughout the brokering process

#### Client Relationship Management

- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions.
- Cold calling prospect clients to help build on our successful portfolio of existing clients.
- Visiting potential, new and existing customers with a view to generating further business.
- Maintain and develop relationships with both key clients and new business leads to maximise business opportunities and increase client loyalty in an industry where client retention is never guaranteed.
- Key customer, supplier and GSA relationships •In line with the agreed Cargo Sales Strategies, to be responsible for the management, sourcing, performance and monitoring of group incentive arrangements with customers, suppliers and GSA relationships on a local and regional level.
- Generate sales activity for all products for all customers/freight forwarders on a regional and local perspective.
- Continuously source for new operators/suppliers (carriers) to ensure necessary relationships are built and an increase in active clients is achieved ongoing.

#### Qualities We Look For

- Team player working in a fast-paced environment
- Strong problem-solving skills and decision-making aptitude
- Goal-oriented, self-disciplined, and self-motivated
- Strong ethics and reliability
- Highly organized with meticulous attention to detail
- Ability to successfully balance client needs with business objectives

#### What's In It For You

- Competitive salary
- Comprehensive benefits package
- Opportunity to join a global company and be part of a diverse international team
- Unlimited access to thousands of courses on LinkedIn Learning platform

With over 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.

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.