



ACMI LEASING BROKER. DUBAI, UNITED ARAB EMIRATES

**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 **ACMI Leasing Broker** in **Dubai, UAE**, who has several years of experience in a similar role, thrives in a fast-paced environment and wants to learn and grow with the global Chapman Freeborn Airchartering team.

Purpose of the Role

- To work with existing and potential airline clients and handle enquiries from their conception to execution by offering tailored solutions suitable to client requirements within budgetary and operational restrictions whilst making suitable profit for the company.
- To develop and grow the ACMI Leasing product by ensuring solutions are offered in a timely manner in a highly competitive market-place.

Key Job Responsibilities

- Liaise with clients to identify requirements and source suitable, competitive aircraft solutions.
- Maintain and develop relationships with both key clients / airlines and new business leads to maximise business opportunities.
- Ensure all contracts are made according to company requirements, are accurate and legally compliant with managers approval
- Liaise with clients and suppliers on issues relating to contracts to ensure these are addressed
- Ensure invoices are raised correctly with accurate information and payments are paid by clients and to suppliers in an agreed time scale.
- Carry out reconciliations for ACMI flights and ensure these are closed and recharged accordingly.
- Negotiate prices with suppliers to maximise profits on individual files or to assist for others' files.
- To negotiate lease contracts and maintain a full in depth understanding of lease requirements.
- Contact airlines to confirm weekly and seasonal aircraft availability and communicating this to colleagues and other airlines to maximise sales.

- To work in conjunction with the annual strategies laid out by the Board of Directors, Senior Management and Management Teams.

Qualities We Look For

- 3 years of experience in ACMI/Aircraft leasing.
- Attention to details and critical thinking.
- Rapport building/maintenance within the industry.

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, colour, 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.