



COMMERCIAL EXECUTIVE. BISHOPS STORTFORD, UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND (THE)

Ascend Airways | Commercial Executive

Bishops Stortford, UK

£40,000 - £45,000

With a newly acquired UK AOC Ascend Airways are operating a small fleet of Boeing 737 aircraft (NG and MAX) in the ACMI market, opening its first operational base at London Gatwick in early 2024. The company is part of Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operating a fleet of 221 aircraft on 6 continents.

The group also provides a range of aviation services: MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, as well as a variety of associated aviation services. Supported by 14,000 highly skilled aviation professionals, the group is parent company to over 250+ subsidiaries

Reporting to the Commercial Director, the commercial executive will be a key part of our growth, working within a proactive team and being a primary point of contact for all ACMI and charter enquiries. In a fast paced and dynamic sales environment, the Commercial Executive will co-ordinate all customer requests, quotations and bookings, offering a customer focused and responsive solution to an exciting variety of requests.

Responsibilities:

- Manage ACMI and charter enquiries including out of hours.
- Quote, contract and set up all ad-hoc charters and ACMI sub-charters.
- Proactively identify counter seasonal Wet lease opportunities globally through market research and industry networking.
- Develop and maintain relationships with both new and existing airline clients.
- Respond to all customer enquiries including pricing and availability requests.
- Produce accurate and competitive pricing and quotations.
- Manage our charter pricing system and other commercial applications.
- Capacity marketing and coordination of availability, both tactical and strategic.
- Competitor & market activity tracking.
- Manage a customer and enquiry database and general administration related to the complete sales process.
- Co-ordinate with Ops on crewing and aircraft availability and airport suitability.
- Represent the company at ACMI related conference events.
- Customer relationship management, to include visits and meetings.
- Produce statistics, reconciliations and reports to support seasonal leases.
- Manage ongoing ACMI Wet Lease contracts
- Perform post flight follow up with customers and reconciliations

The successful candidate will have the following experiences and attributes

- Proven background and experience in an ACMI and Charter sales.
- Strong interpersonal skills.
- Attention to detail.
- Excellent communication and negotiation skills.
- The ability to liaise with internal and external stakeholders.
- Good organisational skills.

If you are interested in this role or would like to hear more we encourage you to apply or reach out to recruitment@ascendairways.aero

Ascend Airways is a UK-based ACMI and charter airline offering the quietest, most fuel-efficient aircraft to enable customers to fulfil their capacity requirement and meet environmental objectives.