



## **CARGO CHARTER EXECUTIVE. FORT LAUDERDALE, UNITED STATES OF AMERICA**

**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 is looking for an experienced **Cargo Charter Executive** to join our team in **Fort Lauderdale, Florida (or near any Chapman Freeborn US office location)**.

This is a unique opportunity to leverage your expertise in cargo chartering and contribute to the continued success of a leading global brand. We will provide the successful candidate with training, as well as the industry know-how.

### **Purpose of Role**

- To generate and manage a portfolio of cargo charter clients and actively develop new business.
- To quote and manage all aspects of brokered cargo charter flights, from initial request & proposal, contracting, handling of flight operation to its completion including following up with client and closing of job files. To maximize business opportunities by comprehensively checking all possible air transport options for each RFQ, offering custom tailored charter solutions that meet client requirements within budget, adhering to all operational and compliance guidelines all while ensuring a profit for the company.
- To collaborate, participate and contribute to a positive and proactive team atmosphere at all times ensuring the highest level of customer service and satisfaction for clients at all times.
- To comply with all applicable safety, compliance and TSA protocols at all times.

### **Key Responsibilities**

- Cultivate strong relationships with cargo charter clients, understand their needs, and develop tailored solutions.
- Identify new client prospects, actively engage in sales activities, and build a robust client portfolio.
- Negotiate with airlines to secure the most competitive aircraft options, ensuring best value for clients and the company.
- Oversee all aspects of the cargo charter process, from initial inquiry to post-completion follow-up.
- Stay current on aircraft capabilities, industry trends, regulations, and safety protocols.
- Manage flight operations flawlessly, adhering to all legal and safety requirements.
- Respond to clients promptly with detailed and competitive flight offerings.

- Share knowledge with colleagues and contribute to the team's success.
- Ensure all contracts, insurance, and regulatory matters are legally compliant.
- Keep clients informed throughout the charter process and maintain consistent communication.
- Evaluate suitable and market-competitive profit margins for each offer.
- Follow up regularly with clients and airlines to ensure efficiency and booking probability.
- Verify supplier contracts in detail and ensure all terms comply with company agreements.
- Issue flight briefs with all flight-related information.
- Participate in conference calls and maintain open communication with the cargo team.

### **Qualities We Look For**

- Team player working in a fast-paced environment
- Sales and negotiation skills
- Relationship building/account management skills
- Strong problem-solving skills and decision-making aptitude
- Goal-oriented, self-disciplined, and self-motivated
- Strong ethics and reliability
- Strong leadership skills
- Highly organized with meticulous attention to detail
- Ability to successfully balance client needs with business objectives
- Bilingual in Spanish is a plus

### **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.