



VICE PRESIDENT OF COMMERCIAL JET CHARTERS (PART 121). REMOTE/WORK FROM HOME , UNITED STATES OF AMERICA (THE)

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 a **Vice President of Commercial Jet Charters (Part 121)** to join the team in **The Americas**. The successful candidate will be passionate about the aviation industry, target- and goal-driven, and have experience in Commercial Air Charter Sales and Operations.

Purpose of the Role

As **Vice President of Commercial Jet Charters**, you will lead the growth of Chapman Freeborn's **Commercial Passenger Charter** business across the Americas. Reporting to the President, you will define and execute the regional commercial strategy, lead a high-performing sales organization, build strategic client relationships, and drive sustainable revenue growth while ensuring exceptional service throughout the charter lifecycle. Working closely with senior leadership, you will play a key role in expanding our commercial passenger charter presence across the region.

Responsibilities of the Role

- Develop and execute the Americas commercial sales strategy to drive sustainable revenue growth.
- Identify, develop, and secure new business opportunities within the Commercial Passenger Charter market.
- Build and strengthen relationships with clients, airlines, aircraft operators, and key industry partners.
- Lead, coach, and develop a high-performing regional sales and operations team while fostering a culture of accountability and commercial excellence.
- Oversee the full charter sales and operations lifecycle, ensuring exceptional customer service from initial enquiry through successful flight execution.
- Collaborate with Product, Marketing, Operations, HR, and global leadership teams to execute strategic growth initiatives.
- Monitor market trends, competitor activity, and commercial performance to identify new business opportunities.
- Promote collaboration and cross-selling across Chapman Freeborn and the wider Avia Solutions Group portfolio.
- Represent Chapman Freeborn at industry events, trade shows, and client meetings throughout the Americas.
- Ensure compliance with company policies, contractual obligations, and commercial best practices.

What We're Looking For

- Proven leadership experience in Commercial Passenger Jet Charters, including Part 121 commercial jet charter operations.
- Demonstrated success driving business development and revenue growth within the commercial aviation industry.
- Experience leading, coaching, and developing high-performing commercial sales and operations teams.
- Strong relationships across airlines, aircraft operators, charter providers, and key industry stakeholders.
- Deep understanding of commercial passenger aircraft charter brokerage, aircraft sourcing, pricing, and the end-to-end charter sales process.
- Exceptional commercial acumen, negotiation, strategic planning, and relationship management skills.
- Experience collaborating across multiple aviation business lines, including Cargo, Business Aviation, Government, or ACMI, is advantageous.
- Willingness to travel throughout the Americas as business needs require.

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 the 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.

Salary comment: € per year

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.