



## **VICE PRESIDENT ACMI LEASING. 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 a Vice President ACMI Leasing in **Dubai, UAE or Gatwick, UK**, 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 help develop and drive forward, the global ACMI Leasing Strategies for Chapman Freeborn working closely with the wider Avia Solutions Group (ASG) in the IMEA region on an annual basis.
- To help develop a profitable ACMI Leasing team in the key regional area of IMEA as well as developing markets.
- To advise and support the President (IMEA) / President ACMI Leasing / Brokers in implementing the agreed annual ACMI & Leasing Strategies.
- To work closely with the President ACMI Leasing to align and coordinate operations and sales activities (in line with Board of Directors overall Strategies) for the commercial benefit of the group and to provide solutions where issues arise.
- To monitor and regularly report progress to the Global ACMI Leasing Director.
- Working alongside President (IMEA) / President ACMI Leasing to help train and develop broking staff within company standard operating procedures.
- To develop the ACMI Leasing product throughout the IMEA and worldwide.

### **Responsibilities 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.
- Maintain and develop relationships with both key clients / airlines and new business leads to maximize business opportunities.

- Responsible for the liaison between airlines to find suitable solutions for the demand at short notice across various time zones and cultures.
- 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.
- To negotiate lease contracts and maintain a full in depth understanding of lease requirements.
- Responsible for developing the IMEA ACMI Leasing Strategies and implementing related business objectives across the Group in line with Board of Directors requirements.
- Working in conjunction with President (IMEA) / President ACMI Leasing / ACMI Brokers, to develop with them, plans in line with ACMI Leasing Sales Strategies and to support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business.
- In line with the agreed ACMI Leasing Strategies, to be responsible for the management, sourcing, performance and monitoring of group incentive arrangements with customers, suppliers and GSA relationships on local, regional and global level.
- Generate sales activity for the ACMI Leasing team for all customers on a regional perspective.

### **Qualifications**

- Minimum 5 Years of experience with ACMI leasing
- Knowledge of the global and IMEA market
- Team player and a leader to work in a fast-paced environment
- Strong relationship building & account management skills
- Ability to successfully balance client needs with business objectives

### **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.

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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.