



## **SALES DEVELOPMENT MANAGER (SPAIN, PORTUGAL). BARCELONA, SPAIN**

Embark on a journey with KlasJet as our **Sales Development Manager** in **Spain and Portugal**, where innovation meets luxury in private aviation. From the heart of Europe, remotely engage with a discerning clientele, negotiate bespoke contracts, and cultivate lasting partnerships. Elevate your career to new heights by driving our expansion and delivering exceptional experiences in the Portugal and Spain markets.

### **RESPONSIBILITIES:**

- Identify commercial leads and new potential VIP direct clients;
- Elaborate VIP client proposals, negotiate offers, and execute sales;
- Build long-term relationships with new and existing customers;
- Provide trustworthy feedback and maintain accurate customer and transactional after-sale information using the CRM and Wiseteam tools;
- Partner with the appropriate functional teams to prepare formal and informal sales proposals;
- Promote the company's services addressing or predicting clients' objectives.

### **REQUIREMENTS:**

- Higher education in business management, sales, or relevant field;
- At last 3 years of experience in the **B2B active sales field**;
- **Proven experience in the aviation industry is essential for this role**;
- Strong business acumen and thorough understanding of sales process;
- Proficiency in using VIP customer stated needs and feedback to help design customized solutions;
- Polished communication skills, influencing, negotiating, leadership, and relationship-building skills;
- Excellent verbal and written communication in **English and Spanish**;
- Proficiency in working with MS Office package and CRM software.

### **COMPENSATION AND BENEFITS PACKAGE:**

- An interesting and challenging position within an international company in a fast-moving and fascinating aviation industry;
- The unique opportunity to connect and build strong relationships over time with assigned customers: from worldwide known corporate companies, sports teams, and music bands to small airlines, start-ups, privately owned or government-led airlines to major players in aviation;
- Opportunities to further grow and develop in the exciting and growing aviation company;
- Performance-based bonuses;
- Business trips around Europe;
- Possibility to implement innovative ideas and solutions.

The final offer is a matter of agreement as it depends on the experience and competencies of the candidate.

Salary: from 4100 € to 5500 € (brutto)

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KlasJet is an exclusive private and corporate jet charter company, renowned as a leader in the provision of bespoke group flights worldwide. Operating one of the biggest Boeing 737-VIP fleets globally, the company stands out visually through its unique livery, and professionally through its reputation for offering meticulously personalised, high-quality customer service. From sports teams and entertainers, meetings and events, to diplomatic envoys and corporate business travel KlasJet can offer the perfect service tailored uniquely to any particular needs.