



## **BUSINESS DEVELOPMENT CONSULTANT - CARGO. JOHANNESBURG, SOUTH AFRICA**

**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 an experienced **Cargo Business Development Consultant** to join the team in **Johannesburg, South Africa**. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales with a background in cargo.

### **Purpose of the Role**

- To proactively identify, target and secure business opportunities for the products in the country.
- To maximise business opportunities by offering tailored solutions to meet client requirements within budgetary and operational restrictions whilst making suitable profit for the company.
- To generate and manage a portfolio of clients and actively develop new business through initiative including following up on new leads, client recommendations and networking opportunities.
- To create maximum awareness of CF GSA and cargo charter products and services with the aim to acquire new regular business.
- To assist growing the products across the country working in conjunction with brokers and the IMEA leadership team.

### **Responsibilities of the Role**

- Responsible for executing the Sales Strategies and implementing related business objectives across the country.
- Working in conjunction with broker teams to develop with them, country specific plans in line with the Sales Strategies in place and to support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business.
- Monitor progress monthly against Sales Strategy and report to the Country Manager – South Africa bi-monthly (Feb/Apr/Jun/Aug/Oct/Dec) highlighting any issues or concerns making recommendations for action where applicable.
- To proactively identify opportunities to grow the business in the country in new and existing markets to ensure business objectives are met.
- Use initiative to identify new potential areas for business development.

- Keep up to date with competitor activity to identify business opportunities.
- Work in partnership with the local broker departments by providing them with all relevant information and supporting them throughout the brokering process.
- Visiting potential, new and existing customers with a view to generate further business.
- Maintain and develop relationships with both key clients and new business leads to maximise business opportunities and increase client loyalty in an industry where client retention is never guaranteed.
- Generate sales activity for all products for all customers/freight forwarders on a regional and local perspective.
- Continuously source for new operators/suppliers (carriers) to ensure necessary relationships are built and an increase in active clients is achieved ongoing.

## **Qualifications**

- Minimum 3 years of experience in a sales role within cargo
- Knowledge of the local Africa market
- Team player to work in a fast-paced environment
- Strong relationship building, account management & customer service 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.