



BUSINESS DEVELOPMENT CONSULTANT - PASSENGER CHARTERS. RIYADH, SAUDI ARABIA

Are you ready to charter your own career?

The runway to success in global aviation begins here...

Welcome to the world where the runway meets opportunity. Where high-value decisions are made at 40,000 feet, and luxury, precision, and speed define the game.

At Chapman Freeborn, part of the Avia Solutions Group we move ambition, strategy, diplomacy, and dreams. As a **Business Development Consultant - Passenger Charters** based in **Riyadh, Saudi Arabia**, you won't just be selling flights. You'll be the face of business aviation, opening doors to the extraordinary for governments, VIPs, sports teams, corporations, and private clients.

This sales role is a front-row seat to an exciting, fast-moving, high-impact industry where no two days are the same. If you thrive on challenge, enjoy working globally, and want to represent a powerhouse brand with over 50 years of aviation excellence, your next mission starts here.

Purpose of the Role

- To proactively identify target and secure business opportunities across all Chapman Freeborn products
- To build strong and productive relationships with new and existing clients to ensure business objectives are achieved
- 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
- Responsible for developing the Passenger Sales and implementing related business objectives across KSA in line with company's objectives

Responsibilities of the Role

- Driving growth and generating new business across all Chapman Freeborn Passenger Charter services in KSA

- Building and maintaining strong client relationships to ensure repeat business and long-term loyalty
- Identifying new market opportunities and developing strategies to expand our footprint in the region
- Collaborating with brokers, operations, and marketing teams to deliver tailored charter solutions
- Understanding client needs, securing aircraft options, and crafting competitive offers that deliver exceptional value
- Acting as a brand ambassador at industry events, networking functions, and client meetings
- Tracking activity and progress in our CRM system with precision and purpose

Qualifications

- A sales hunter with 3-5+ years of experience in business development, preferably in aviation, luxury travel, or high-end services
- Well-connected and knowledgeable about the Saudi market and business culture
- Charismatic and driven, with proven experience in managing complex, high-value client relationships
- Strategic and resourceful - you can close deals, build rapport, and navigate challenges like a pro
- A collaborative team player who thrives in a high-performance, international environment
- Fluent in English (Arabic is a strong advantage)

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.

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.