



## **PRESIDENT - APAC. ALL CITIES, ALL COUNTRIES**

**Are you looking for an opportunity to work for a global brand where you can use your skills, be part of a team of Industry experts, and grow within a dynamic aviation group?**

We are looking for a charismatic and commercially driven business leader as President-APAC based in one of the following locations: Australia, Hong Kong, Indonesia, Singapore, Thailand, or Vietnam. If you are able to successfully drive growth, support, and motivate a great and highly experienced team, we would love to hear from you.

### **Purpose of Role**

- To develop in conjunction with the Group holding company's Board of Directors, the business strategies for the region on an annual basis and to participate in annual budget discussions.
- To implement all agreed strategies within the region for all commercial departments and products.
- To provide the CEO with monthly reports regarding their region.
- To effectively manage and motivate employees within their region, including communicating all relevant business strategies.
- To ensure that all personnel in the region adhere to relevant group and local policies and procedures and work in conjunction with functional departments to maintain best practices and mitigate risk to the business.

### **Key Responsibilities**

- Responsible for developing the Cargo, Passenger, and ACMI/Leasing Strategies in the region and implementing related business objectives across the region in line with the CEO's requirements.
- Working in conjunction with the Commercial Senior Management team, to develop with them, country-specific plans in line with the Sales Strategy 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 CEO on a regular basis highlighting any issues or concerns making recommendations for action where applicable.
- To proactively identify opportunities to grow the business in new and existing markets to ensure business objectives are met.
- Ensure ASG Group Companies are supported in the Region and share regular information to support the wider group.
- Work in partnership with the local aviation specialist by providing them with all relevant information and supporting them throughout the air charter process.
- Keep up to date with the activities of Regional Presidents in other locations using the appropriate

network of communication.

## Qualifications

- At least 5 years of substantial leadership and management experience in the aviation industry.
- Located in or willing to relocate to: Australia, Hong Kong, Indonesia, Singapore, Thailand, or Vietnam
- Previous working experience in APAC Region is highly preferred.
- Aviation background must, understanding of air chartering is a big plus.
- Experience navigating complex operations, sales circles, and matrix organization.
- Excellent communication (written, oral) and presentation skills (in-person, virtual).
- Consistent successful track record in shaping sales strategy.
- Excellent organizational, prioritization, and time management skills.
- Unwavering dedication to integrity and professionalism.
- Outstanding people management skills with high EQ to build a collaborative team environment.

With over 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 aims to promote equality, diversity, fairness, and respect for future and current staff at all levels of the organization. We aim to provide equal opportunities in all aspects of employment and to ensure that the talent and skills of all individuals are maximized.

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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.