



## **BUSINESS DEVELOPMENT EXECUTIVE - MUSIC & ENTERTAINMENT. GATWICK, UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND (THE)**

**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 **Business Development Executive** with a focus on **Music & Entertainment** to join the team in **Gatwick UK**. The successful candidate will be passionate about the aviation industry, target and goal driven and have relevant experience.

### **Purpose of the Role**

- To carry out tele-sales through outbound calling to new and potential clients.
- Achieve various sales targets in respect of calls, meetings and CRM entries made as agreed by management.
- To expose Chapman Freeborn to a wider audience and promote diverse products / services.

### **Responsibilities of the Role**

- Proactive sales calling in which prospective and Pioneer leads are contacted directly.
  - **Outbound:** proactive sales calling in which prospective and pre-existing customers are contacted directly. Fully describe and promote Chapman Freeborn's services and give advice about how these may benefit customers personally.
  - **Inbound:** reception of incoming calls and requests for information are to be dealt with in a professional manner to produce sales and lasting relationships with clients.
- To generate leads using a variety of different strategies. (Pioneer unqualified leads, phone, email and internet)
- Gather and document information about potential customers in Pioneer.
- To maintain clear information of potential clients including information received, services requested and dates for follow up calls.
- Use Pioneer as the sales tool database including follow up action on identified prospects.
- Move hot prospects for action and meetings to Director of Passenger Charter – UK.
- Differentiate leads in Pioneer into prospect versus non prospect.
- Supporting the team with data entry into in-house systems as required.
- Compiling availability and empty leg listing.
- To proactively identify opportunities to grow the business 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 towards and in line with all agreed group sales and operations strategies
- Work in partnership with the local broker departments by providing them with all relevant information and supporting them throughout the brokering process
- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions
- Cold calling prospect clients to help build on our successful portfolio of existing clients
- 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

## **Qualifications**

- Experience in Air Charter and/or a Broker is highly preferred.
- Experience with relevant clients in the Music & Entertainment industry.

## **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.