



SALES MANAGER, JAKARTA. JAKARTA, INDONESIA

Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider and a global leader in aviation capacity solutions, is looking for a **Sales Manager** to join our ACMI commercial team. In this role, you will initially focus on key account management, helping drive revenue growth by overseeing capacity sales for three of our ACMI operators: **BBN Airlines Indonesia, Thai SmartLynx, and Avion Express.**

You will play a vital part in managing relationships with key airline customers and partners, while also actively identifying and developing new business opportunities to support our strategic expansion goals in the region.

We are seeking a candidate based in **Jakarta/ Indonesia** or someone willing to relocate.

Key Responsibilities

- Develop and implement ACMI sales strategies aligned with company objectives
- Manage and grow relationships with key accounts: airlines, leasing companies, and aviation partners
- Identify and acquire new clients to expand the customer base and increase market share
- Generate new leads, qualify prospects, and convert opportunities into long-term business relationships
- Support contract negotiations and renewals, ensuring regulatory compliance
- Collaborate closely with internal teams (legal, operations, finance) to ensure smooth execution of contracts
- Monitor industry trends to identify opportunities and mitigate risks
- Contribute to achieving revenue targets and key performance indicators
- Provide regular market insights and strategic input to senior management

Authority

- Lead key account planning and execution strategies
- Drive new client acquisition initiatives and sales outreach
- Provide input on contract terms, pricing, and renewals

Requirements

- Bachelor's degree in Business, Marketing, Aviation Management, or a related field
- Proven experience in ACMI sales, business development, or airline commercial operations
- Track record of successfully acquiring new clients and developing business in B2B environments
- Strong understanding of ACMI and airline operating models
- Familiarity with aviation industry regulations and compliance standards
- Excellent negotiation, communication, and relationship management skills
- Fluent in English

This is a unique opportunity to join a dynamic, fast-growing aviation group with a truly global footprint. If you're passionate about aviation sales and business development, we'd love to hear from you.

Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operates a fleet of 209 aircraft on 6 continents. Supported by 14,000 professionals, the group is the parent company to over 250+ subsidiaries including SmartLynx Airlines, Avion Express, BBN Indonesia Airlines, and KlasJet. The group also provides a range of aviation services: MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, as well as a variety of associated aviation.