



CHARTER SALES MANAGER . BISHOPS STORTFORD, UNITED KINGDOM

Charter Sales Manager

Ascend Airways | Bishops Stortford

Full Time - Permanent

Ascend Airways operate a small fleet of Boeing 737 aircraft (NG and MAX) in the ACMI market and opened its first operational base at London Gatwick in early 2024. The company is founded on the legacy of Synergy Aviation, a respected UK AOC holder, which has been acquired by Avia Solutions Group, already the world's largest ACMI provider with over 200 airliners in operation.

Reporting to the Commercial Director, the Charter Sales Manager will be a key part of our growth, working within a proactive team and being the primary point of contact for all charter and customers enquiries. In a fast paced and dynamic sales environment, the Sales Charter Manager will support in co-coordinating all customer requests, quotations and bookings, offering a customer focused and responsive solution to an exciting variety of requests.

Responsibilities:

- Develop and execute a comprehensive market strategy internationally aligned with the overall business goals and objectives of the airline.
- Identify opportunities for revenue growth and market expansion, including new routes, partnerships, and customer segments.
- Conduct market research and analysis to understand the competitive landscape and adjust strategies accordingly
- Lead and mentor the commercial team to achieve or exceed commercial targets.
- Manage all charter enquiries including out of hours.
- Quote, contract and set up all ad-hoc charters.
- Set up wet leases, negotiate contract and set up charters
- Management of tour operator sales and programmes.
- Respond to all customer enquiries including pricing and availability requests.

The successful candidate will have the following experience and attributes:

- Minimum of 5 years of experience in the airline industry, with at least 5 years in a commercial role.
- Strong understanding of the aviation market, including business culture, regulatory environment and market trends.
- Proven track record of achieving sales targets and managing a sales pipeline.
- Experience in implementation of international projects; experience in relations with foreign organisations and companies
- Strong interpersonal skills.
- Attention to detail.
- Excellent communication and negotiation skills.

- The ability to liaise with internal and external stakeholders.
- Good organisational skills.

We offer a competitive salary and an attractive working environment, and great opportunity for career progression.

If this opportunity is of interest we welcome your application and recommendations....

Ascend Airways is a UK-based ACMI and charter airline offering the quietest, most fuel-efficient aircraft to enable customers to fulfil their capacity requirement and meet environmental objectives.