



BUSINESS DEVELOPMENT MANAGER. CITY, AUSTRALIA / REMOTE

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 Manager (Cargo/Passenger)** to join our team in **Australia, any city**.

Purpose of the Role

- To drive business growth by identifying, developing and securing new charter opportunities across Australia.
- To build strong, productive relationships with new and existing clients to achieve business objectives.
- To generate and manage a portfolio of customers while actively developing new business opportunities through networking, referrals, industry engagement and strategic market development.
- To support the growth of cargo, passenger and VIP charter business, with a particular focus on expanding cargo charter opportunities.

Responsibilities of the Role

- Proactively identify and develop new business opportunities across existing and emerging markets throughout Australia.
- Build and maintain strong relationships with new and existing clients to maximise business opportunities and client retention.
- Develop strategic partnerships across key industries including freight forwarding, mining, infrastructure, oil & gas, defence and government supply chains.
- Generate new business through cold calling, networking, referrals, client recommendations and industry events.
- Work closely with charter brokers and operational teams to ensure successful delivery of client solutions.
- Monitor market activity and competitor developments to identify trends and opportunities for

growth.

- Prepare and support competitive charter proposals, quotations and commercial offers for clients.
- Negotiate effectively with suppliers and stakeholders to maximise commercial outcomes.
- Support clients throughout the charter process, including operational assistance when required.
- Attend industry conferences, exhibitions and networking events to strengthen market presence and promote the Chapman Freeborn brand.
- Collaborate with colleagues across the wider Chapman Freeborn and Avia Solutions Group network to maximise commercial opportunities.
- Ensure all activities are conducted in accordance with company policies, procedures and compliance requirements.
- Undertake business travel as required to support customer engagement and business development initiatives.

Qualifications

- Previous experience in business development, sales, account management or a similar commercial role.
- Proven ability to build strong client relationships and develop new business opportunities.
- Strong commercial awareness with excellent negotiation and communication skills.
- Self-motivated and results-driven with the ability to work independently and manage multiple priorities.
- Excellent networking and relationship-building abilities.
- Strong organisational skills and attention to detail.
- Ability to travel as required.
- Experience within aviation, air charter, cargo, freight forwarding, logistics or supply chain industries would be highly advantageous.
- Knowledge of cargo charter operations would be a distinct 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

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.