



SALES MANAGER. BRATISLAVA, SLOVAKIA

Job description, responsibilities and duties

Join our dynamic and growing team as a **Sales Manager**! If you are a motivated individual with a passion for aviation and a drive for results, this is your chance to excel in a fast-paced, challenging environment. We are looking for a skilled professional to lead our sales activities.

Your key responsibilities will include:

- Active and effective sales of passenger and/or freighter aircraft on an ACMI or charter basis.
- Managing communication with existing and potential clients, handling inquiries from conception to execution, and offering tailored solutions within budgetary and operational constraints while ensuring profitability.
- Coordinating and managing all aspects of flights, from initial sale and contract negotiation to scheduling and post-flight closure, in collaboration with internal departments.
- Developing and implementing customer segmentation strategies and leveraging key account management best practices.
- Processing all activities in line with applicable group policies and procedures, including KYC, to safeguard the company's interests.
- Acting in accordance with the superior's requirements and contributing to the broader success of the team.

Employee perks, benefits

- **Young and Dynamic Team:** Work in an energetic environment with like-minded professionals
- **Multicultural environment :** A team made up of more than 20 nationalities.
- **Aviation Industry:** Enjoy an attractive work environment within the exciting aviation industry.
- **SkyCulture Program/Fly Fit Program:** Receive a financial contribution of €100 per year for cultural experiences, contribution for health and sports purposes.
- **MultiSport Card:** Access a variety of sports facilities with the MultiSport card.
- **Birthday Day Off:** Enjoy your birthday with a special day off just for you.
- **Food Allowance :** 6 Euro/ day (100% covered by company)

Requirements for the employee

Candidates with education suit the position

University education (Bachelor's degree)

Educational Specialization

Aviation

Language skills

English - Upper intermediate (B2)

Other knowledge

Microsoft Word - Skillful

Microsoft Outlook - Skillful

Microsoft Teams - Skillful

Microsoft PowerPoint - Skillful

Microsoft Excel - Skillful

Personality requirements and skills

- Experience in the commercial field of the aviation industry (passenger and/or cargo market) is required.
- 4-5 years of professional experience.
- Expertise in sales management and project management.
- Proficiency in computer skills.
- Strong time management and problem-solving abilities.
- Ability to react promptly and effectively in dynamic situations.

Salary: from 4600 € to 6200 € (brutto)

AirExplore is Slovakia's largest charter airline providing the most flexible, full-service ACMI solutions worldwide. Based at Bratislava Airport, the airline's fleet consists of 14 aircraft, including 9 x Boeing 737-800 and 5 x Boeing 737-800F. The company offers its clients modern aircraft, experienced crews, skilled maintenance, and comprehensive insurance coverage.