



## **SALES DEVELOPMENT REPRESENTATIVE. FORT LAUDERDALE, UNITED STATES OF AMERICA (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 Sales Development Representative (Junior Sales Associate) to join the team in Fort Lauderdale, Florida. The successful candidate will be passionate about the aviation industry, target and goal-driven.

### **Purpose of the Role**

- Support flight quoting and booking activities
- Assist with client relationships
- Contribute to new business development while learning from experienced aviation professionals

### **Responsibilities of the Role**

- Assist with sourcing aircraft options and preparing charter quotes using internal systems.
- Communicate with aircraft operators to obtain pricing and availability.
- Support the booking process by helping prepare contracts, flight briefs, and required documentation.
- Follow up on enquiries and support the sales team through to booking confirmation.
- Support new business growth through lead follow-up, research, and cold calling.
- Utilize both internal (historical PBI data, CRM, etc) and external (ZoomInfo, LinkedIn, etc) platforms to identify and source
- leads to allow for new business opportunity generation across all products
- Assist senior team members with sales initiatives and client outreach.
- Liaise with clients to understand travel needs and help source suitable charter solutions.
- Ensure clients are kept informed throughout the booking and trip process.
- Maintain accurate records of enquiries, quotes, client details, and sales activity in the CRM system.
- Assist with invoice verification and coordination with the accounts team.
- Work closely with colleagues across the Business Aviation team.
- Handle confidential information professionally and in line with company policies.

## 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 the 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 12,000 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.