



PASSENGER CHARTER BROKER, SPAIN. VALENCIA DE DON JUAN, SPAIN

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 an experienced **Passenger Charter Broker** to join our team based in **Madrid, Spain**.

Purpose of the Role

- To manage all aspects of a Passenger charter flight from initial request to putting offers together, following up with client and carrying through to booking and handling of flight operation to its completion
- To maximize business opportunities by offering tailored solutions to meet client requirements within budgetary and operational restrictions whilst making suitable profit for the company
- To generate and manage a portfolio of clients and actively develop new business through initiative including following up on new leads, client recommendations and networking opportunities

Key Responsibilities of the Role

- Communicate effectively with aircraft providers for offers
- Negotiate with aircraft providers when necessary to procure best value for clients
- Evaluate suitable commission schedule
- Ensure timely offer with detailed and accurate information is provided for clients
- Ensure all contracts, insurance and regulatory matters are accurate, legally compliant and that company requirements are met
- Verify supplier contract in detail and ensure all terms comply with company charter agreement
- Issue flight brief with all flight related information
- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions
- Maintain and develop relationships with both key clients and new business leads to maximize business opportunities and increase client loyalty in an industry where client retention is never guaranteed
- Ensure client is always kept informed of any development linked to specific bookings
- Provide support for sales activity for new business development

What will our ideal candidate have?

- Minimum 2 years of relevant experience within Aviation
- Experience in PAX sales / airchartering
- To be based in Spain
- Be proactive in the market to identify business development opportunities
- Local and English language skills at an effective operational command
- Ability to successfully balance client needs with business objectives

What's It In It For You

- 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 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.

Whether it's arranging the delivery of oil equipment to a remote location, organizing flights for a professional sports team, or booking private jets to an island resort, the sky's the limit when it comes to the charter 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 aims to promote equality, diversity, fairness and respect for future and current staff at all levels of the organization. We aim to provide equal opportunities in all aspects of employment and to ensure that the talent and skills of all individuals are maximized.

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.