



## **CCM SALES SUPERVISOR. FRANKFURT, GERMANY**

**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 **CCM Sales Supervisor** to join the team in **Frankfurt, Germany**. The successful candidate will be passionate about the aviation and logistics industry.

### **Purpose of the Role**

- To proactively identify, target, and secure business opportunities for the CCM product in Europe.
- To maximize business opportunities by offering tailored solutions to meet client requirements within budgetary and operational restrictions, while ensuring a suitable profit for the company.
- To generate and manage a portfolio of clients and actively develop new business through initiatives, including following up on new leads, client recommendations, and networking opportunities.
- To build strong and productive relationships with new and existing clients to ensure business objectives are achieved.
- To create maximum awareness of CF GSA and CCM products and services, aiming to acquire new regular business.
- To assist in growing the products across the country, working in conjunction with brokers and the EU leadership team.
- Responsible for developing the CCM Sales and implementing related business objectives, in line with the company's overall objectives.

### **Responsibilities of the Role**

- To proactively identify opportunities to grow the CCM business, ensuring business objectives are met.
- Use initiative to identify new potential areas for business development and explore both new and existing markets.
- Keep up to date with competitor activity to identify business opportunities.
- Responsible for executing sales strategies and implementing related business objectives in line with the Regional Manager -CCM.
- Work in partnership with local broker departments by providing all relevant information and supporting them throughout the brokering process.
- Collaborate with broker teams to develop country-specific plans in line with sales strategies and to maintain relationships with existing and new clients and suppliers, generating further business.
- Monitor progress monthly against the sales strategy and report to the Regional Manager CCM

monthly, highlighting any issues or concerns, and making recommendations for action where applicable.

- Visit potential, new, and existing customers to generate further business.
- Generate sales activity for all CCM products, catering to all customers/freight forwarders from both regional and local perspectives.
- Continuously source new operators/suppliers (carriers) to ensure relationships are built and an increase in active clients is achieved over time.
- Work in line with all agreed group sales and operations strategies to drive business forward.
- Liaise with clients to identify requirements and source suitable, competitive solutions.
- Cold calling prospect clients to help build on our successful portfolio of existing clients.
- Occasional visiting of potential, new and existing customers with a view to generate further business.
- 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.

## **Qualifications**

- Fluent in German and English, with excellent verbal and written communication skills.
- Minimum 3 years' experience within air cargo, aviation, freight forwarding, logistics, or a related commercial environment.
- Proven ability to develop and maintain customer relationships while identifying and securing new business opportunities.

## **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 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 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.

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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.