



## **LEAD CHARTER SALES. ALL CITIES, ALL COUNTRIES**

**Avia Solutions Group** is rapidly growing largest capacity provider in the world. The ACMI business area remains the main direction to expand and make it seamless and accessible for all.

Currently, we are inviting **Lead Charter Sales** to join our Global team and demonstrate responsibility and dedication in developing charter activities across Avia Solutions Group Airlines within the Europe region.

### **Main responsibilities**

You will be responsible for growing our charter network by bringing new customers focusing mainly on EU, UK, Norway, Turkey and any other potential countries. In addition, we expect you also managing relationships with our existing customers, primarily- Tour operators, and coordinating new charter requests. Significant part of the work will be monitoring competitive activity and industry market movement for capture and provide data useful for sales development.

### **To succeed in this role**

- We expect you to have experience in senior sales positions with tour operators and a solid understanding of charter operations flow.
- Ideal candidate should have knowledge of the mentioned geographical areas, a passion for innovation and a desire to elevate air charter services using the power of Avia Solutions Group network and areas of expertise.
- This varied role requires act quickly and adapt in a dynamic, yet supportive community.
- In addition, the role offers an increasing level of responsibility opportunities to work at the top level, and the chance to travel.

### **In return we offer**

- Competitive pay and commission structure linked to individual and team results
- Healthcare insurance
- Flexible working environment based on your location
- Monthly Team Activities
- Personalized incentives package based on your location.

Salary: from 10000 € (brutto)

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Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operates a fleet of 221 aircraft on 6 continents. Supported by 14,000 professionals, the group is the parent company to over 250+ subsidiaries including SmartLynx Airlines, Avion Express, BBN Indonesia Airlines, and KlasJet. The group also provides a range of aviation services: MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, as well as a variety of associated aviation.