



COUNTRY MANAGER, INDIA. MUMBAI, INDIA

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 Country Manager to join the team in Mumbai, India and drive cargo sales. The successful candidate will be passionate about the aviation industry, target and goal driven, and have strong experience in cargo air logistics and sales.

Purpose of the Role

As Country Sales Director, you will lead the development and execution of our business strategy in the assigned region. You will drive revenue growth, establish and nurture key client relationships, manage regional operations, and build a high-performing sales team. This is a hands-on leadership role where you'll directly impact market expansion and profitability while ensuring compliance with group policies and maintaining our brand reputation in the aviation and logistics sector.

Key Responsibilities

- Revenue Generation & Business Strategy
- Market Development
- Contract & Risk Management
- Team Development & Leadership
- Marketing & Brand Representation
- Financial Management & Budget Control
- Compliance & Operations
- Business Development

Required Qualifications

- 8+ years of proven experience in air cargo, aviation logistics, or charter sales management

- Demonstrated success in revenue generation and new business development in a similar role
- Strong negotiation and contract management skills with understanding of commercial risks
- Experience building and leading high-performing sales teams in a target-driven environment
- In-depth knowledge of cargo operations, charter aviation products
- Excellent financial acumen and ability to manage P&L responsibly
- Fluency in English and local languages
- Willingness to travel within the assigned region as business needs require
- Knowledge of aviation authorities, airline operations, and industry compliance requirements

What We Offer

- Competitive salary commensurate with experience
- Comprehensive benefits package
- Opportunity to join a global company and be part of a diverse international team
- Professional development and career growth opportunities within a dynamic organization
- Unlimited access to thousands of courses on the LinkedIn Learning platform
- Exposure to strategic business decisions and direct impact on regional performance

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.

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.