



## **BUSINESS DEVELOPMENT - GOVERNMENT & HUMANITARIAN. DUBAI, UNITED ARAB EMIRATES (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 an experienced **Business Development Manager (Government & Humanitarian)** to join our team based in **Dubai, UAE**.

### **Purpose of the Role**

- To develop and expand, in conjunction with the VP Cargo – IMEA’s requirements, the Government and Humanitarian strategy for the region (IMEA) on an annual basis
- To offer advice and provide guidance on Government and Humanitarian to relevant internal stakeholders, including budget requirements and KPI’s for the region
- To work closely with other Government and Humanitarian leaders and/or teams across the Group as required to align and coordinate operations and sales activities
- To monitor the regions Government and Humanitarian strategy against the region’s budgets and regularly produce proactive updates to the President – IMEA

### **Key Responsibilities of the Role**

- To be responsible for the sales and development of the Government and Humanitarian cargo and passenger vertical for IMEA, including its’ strategy, budgets and processes
- To implement commercial related business activities across the region in line with the requirements of the VP Cargo - IMEA
- To develop region specific plans in line with the Government and Humanitarian strategy and its’ operations in each country, and to support the relationships of existing clients
- To regularly work with the regional Government and Humanitarian teams and/or sales teams to gain relationships with new clients as well as suppliers to generate further business
- To regularly monitor progress against the Government and Humanitarian strategy and report to the VP Cargo – IMEA any concerns, and make recommendations for improvements
- To help ensure that the regional Government and Humanitarian teams are following the policies and

procedures set out by the Legal and Compliance department, ensuring there are no / minimal risks for the Company

- Provide leadership by example and hands-on support to Government & Humanitarian teams within the region
- Lead and inspire the Government & Humanitarian teams by providing mentoring and ongoing training, whilst fostering an open, team spirited business culture
- To work in conjunction with the yearly strategies laid out by the Executive Committee, Senior Management and Management Teams
- To actively build strong rapport with the Cargo Directors and Senior Management Team to ensure the overall Cargo strategy is implemented effectively

### **What will our ideal candidate have?**

- Minimum 5 years of relevant experience dealing directly/ holding relationships with Government level & Humanitarian NGO's, Supra entities
- Experience in air cargo sales / airchartering
- Knowledge and proven track record of Africa & the Middle East experience
- Be proactive in the market to identify business development opportunities
- 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.

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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.