



AUTOMOTIVE DIRECTOR - EUROPE. 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?

This vacancy is for an Automotive Industry Vertical Director based in Frankfurt, Germany.

We will provide the successful candidate with training, as well as the industry know-how. Bringing strong professional connections from clients and customer relationship management skills are essential for the successful candidate to bring.

Purpose of Role

- Collaborate with global and regional leadership to develop tailored automotive sector strategies, aligning long and short-term objectives with regional needs.
- Coordinate operations and sales with Europe Regional Directors to drive commercial synergy and provide solutions as needed.
- Maximize business opportunities, meeting client needs within budget and operational limits while ensuring profitability and achieving budgeted revenues and KPIs for the assigned territory.

Key Responsibilities

- Develop and communicate automotive cargo strategies at Europe, regional, and local levels to achieve targets and expand the customer base while nurturing key account relationships.
- Implement business objectives in alignment with Executive Committee and Regional Director directives.
- Collaborate with Country Managers and Regional Directors to create country/region-specific plans, enhance client and supplier relationships, and drive revenue growth.
- Identify and report business opportunities in target markets.
- Monitor monthly progress against set strategies and budgets, promptly reporting issues to the Global Director Automotive with recommended actions.
- Report on country and regional activities, aligning strategies with Country Managers.
- Track the progress of automotive cargo strategies against regional budgets and regularly update the Global Director Automotive.
- Foster improved group communication among internal stakeholders, promoting collaboration among automotive and cargo personnel.
- Provide regular guidance to management and relevant broker teams on annual cargo strategies for operational efficiency.
- Develop regional resources for cargo teams in collaboration with Regional Directors.

Qualifications

- Proven expertise in strategic planning for the automotive sector, aligning with global and regional leadership requirements.
- Successful track record in coordinating operations and sales to achieve commercial objectives, including team training.
- Strong client acquisition and relationship-building skills within the automotive industry, with a global collaboration focus.
- Proficiency in optimizing business opportunities while adhering to budgets and operational constraints, consistently exceeding KPIs.
- Effective communicator and leader with a collaborative approach, skilled in mentoring and team development.
- Marketing acumen, including representation at industry events and brand alignment.
- Adherence to policies and risk mitigation through stakeholder communication.
- Flexibility for additional duties and industry knowledge retention, including travel when necessary.

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 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 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 provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, 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.