



BUSINESS DEVELOPMENT EXECUTIVE . DUBAI, UNITED ARAB EMIRATES

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 Consultant, to join the team in Dubai. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales.

Purpose of Role

- To proactively identify targets and secure business opportunities across both the Passenger / Commercial and Private Jet products.
- To build strong and productive relationships with new and existing clients to ensure business objectives are achieved.
- Responsible for developing Passenger Sales Strategies and implementing related business objectives across the region in line with the local management.
- To play a fundamental role in developing future growth and enhancing the position of the company as a market leader.
- Achieving growth and hitting sales targets.
- Designing and implementing a strategic sales plan in conjunction with the local management to expand the company's customer base and ensure its strong presence.

Key Job Responsibilities

Business Development

- To proactively research, identify and grow business opportunities in new and existing markets to ensure business objectives are met.
- Secure profitable new clients primarily through telephone or face to face contact where appropriate and efficient.
- Actively promote all CF products to clients, suppliers and industry contacts in Middle East in order to

acquire profitable business in accordance with the Regional Sales Strategy.

- Keep up to date with competitor activity to identify business opportunities.
- Work towards and in line with all agreed group sales and operations strategies.
- Work in partnership with the local broker departments by providing them with all relevant information and supporting them throughout the brokering process.
- Support the development of a business plan to reveal future business opportunities and development in coordination with the Senior Management team.

Sales Strategy

- To proactively support the development of Passenger Strategies and implement related business objectives across the region in line with the organizational objectives.
- Working in conjunction with the Regional Director, Passenger Solutions to develop Passenger Sales Strategies and to support the maintenance of relationships with existing and new clients, as well as suppliers, to generate further business.
- Weekly progress reports on all new accounts to the Regional Director, Passenger Solutions, IMEA.
- Work towards the agreed targets and in line with all agreed group sales and operations strategies.

Revenue Generation

- Implementation of the business plan to drive new clientele/accounts and boost the annual revenue of the region.
- Develop strategies and action plan as and when the business demands.
- Work closely with Finance, Marketing and Brokers to identify challenges and opportunities.
- Implementation of the agreed business strategies in the region and provision of the information and reports requested by the Regional Director, President or the Ex-committee members.
- Establish local business relationships with existing and new customers and suppliers in line with the agreed business strategy with the aim of generating further profit for the company.

Client Relationship Management

- Liaise with clients to identify requirements and pass these requirements to appropriate broking teams to provide suitable, competitive aircraft charter solutions.
- Visiting potential, new and existing customers and airlines with a view to generate further business.
- Maintain and develop relationships with both key clients and new business leads to maximise business opportunities and increase client loyalty in an industry where client retention is never guaranteed.

Contract Management

- Review and written documentation of all contracts prior to signing.
- Custody of local contract negotiations and signatures to mitigate legal and commercial risks to the company and to ensure that certain contractual values are only signed with appropriate authorization.
- Notifying and informing the local leadership as well as the legal department about important new acquisitions (including tenders or framework agreements).
- To promote close cooperation with the local leadership and department heads to promote and

ensure continuity in all areas of business.

Information Management

- In a timely manner as defined by the Manager, record all pertinent customer prospect information and sales activity in the CRM system.
- Keep up to date on latest operational capabilities of aircraft, airports and handlers.
- Keep up to date on latest aircraft availability and airport and control authority procedures.
- Give feedback on lost business and ensure timely completion of all reports to the line manager.

Marketing

- In coordination with, and under the guidance of, the Group Marketing Department, to undertake specific marketing initiatives to ensure the growth and professional representation of the organisation's brand. Attend and represent the organisation at agreed trade shows, conferences and industry events.
- Ensure that all marketing material is in line with Group Marketing procedures.

Group policies and procedures (Business Intelligence, Compliance, Finance, HR, IT, Legal)

- To undertake all activities in accordance with applicable group policies and procedures so as to ensure that the interests of the Group and individual corporate entities are protected at all times.
- At all times to ensure that legal and commercial risks (to the extent relevant to the post holder role) are identified and minimized through effective communication with applicable stakeholders as well as relevant support functional departments and, when necessary Board of Directors.

Other

- To carry out any other duties within the competence of the role holder, as requested (including additional working hours as and when required).
- To travel when required in line with business needs.
- Be aware of and comply with the company policies.
- Keep up to date with industry changes, procedures and requirements relating to job role.
- Participate in a rotating out of hour's duty rota within the commercial team.

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.