



BUSINESS DEVELOPMENT EXECUTIVE - CARGO . RIYADH, SAUDI ARABIA

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 Executive, Cargo to join the team in Saudi Arabia. The successful candidate will be passionate about the aviation industry, target and goal driven and have experience in sales with a background in cargo.

Purpose of the Role

- To proactively identify target and secure business opportunities across all Chapman Freeborn products
- To build strong and productive relationships with new and existing clients to ensure business objectives are achieved
- To generate and manage a portfolio of clients and actively develop new business through initiative including following up on new leads, client recommendations and networking opportunities.
- Responsible for developing the Cargo Sales and implementing related business objectives across KSA in line with company's objectives.

Responsibilities of the Role

Sales Strategy

- To proactively identify opportunities to grow the business in KSA to ensure business objectives are met.
- Use initiative to identify new potential areas for business development.
- 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.

Client Relationship Management

- Liaise with clients to identify requirements and source suitable, competitive aircraft charter solutions.
- Cold calling prospect clients to help build up our successful portfolio of existing clients.
- Visiting potential, new and existing customers with a view to generate further business.
- Maintain and develop relationships with both key clients and new business leads to maximize business opportunities and increase client loyalty in an industry where client retention is never guaranteed.

Correlation with Group Cargo and OBC Sales Director / Senior Managers

- To work in correlation with Group Cargo and OBC Sales Director and Senior Management team to ensure both operational and sales activities are aligned and work in harmony with each other.
- To actively build strong rapport with the Group Cargo and OBC Sales Director and Senior Management team to ensure the overall Cargo Strategy is implemented effectively.
- To work in conjunction with the yearly strategies laid out by the Board of Directors, Senior Management and Management teams.

Communication

- Participate in conference calls to ensure effective sharing of information and full awareness of others in the Cargo Sales and other offices.
- Keep up to date with activities of other Sales staff using the appropriate network of communication.
- Contact airlines to confirm weekend availability and communicating this to colleagues and other airlines to maximise sales.
- Treat sensitive data with care and in a confidential and professional manner.

Information Management

- In a timely manner as defined by the Regional Business Development 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.

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 organization'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), including accelerating sales support for all other products as 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.

Qualifications

- Minimum 3-5 Years of experience in a sales role
- Knowledge of the global and local Saudi market
- Background in Air Freight/Freight Forwarding/Logistics
- Team player to work in a fast-paced environment
- Strong relationship building, account management & customer service skills
- Ability to successfully balance client needs with business objectives

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 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.