

VACANCY

Sales and Business Development Executive

Global Airline Services offers specially trained operational staff that provide their clients with bespoke service. The company's clients are airlines. Global Airline Services provide the high standard service by appointing an account manager for each client. The managers are responsible for providing the carrier with the reporting services; providing quality service in ground and ramp handling; general quality control; cooperation with third parties and other key agents; dealing with claims and supporting administration.

Global Airline Services are now seeking to appoint a new Sales and Business Development Executive to one of its airlines. The experienced executive will help take full commercial responsibility of the new account and will assist to further develop the customer business in the UK.

Job Description

The appointed manager will be responsible for overseeing that the existing clients receive the expected standard of service. They will be working directly with the clients on a higher level. They will have excellent negotiation skills. We will require the manager to be able to have extensive knowledge and experience of navigating within different service contracts.

A suitable candidate will have an extensive experience in sales and marketing within air cargo industry. They will be responsible for introduction of cargo products that are currently in the market to existing clients; source and introduce new products and expand the client base.

The manager will have the essential skills and experience in following and anticipating worldwide sales and marketing trends.

The appointed manager will report directly to the General Manager UK & Ireland.

The successful candidate will work in our Heathrow office

Main Responsibilities

Duties and responsibilities include, but are not limited to:

- Maintain and expand business in the assigned area
- Negotiate agreements and resolve potential issues raised by clients
- Expand existing customer base
- Develop business plans to maximise revenue; analyse previous sales data and industry trends in order to design sales strategies and set sales goals
- Identify new products and services to generate the company's influence in the market and increase future sales
- Analyse market trends and identify adverse tendencies; Develop strategy to exploit top trends and avoid potential threats
- Generate management reports, forecasting sales and propose and justify budgets
- Maintain, manage and improve relationship with clients
- Develop strategic planning with budgeting and ensure compliance with set targets to expand client base and increase revenues
- Direct members of sales team to implement strategies
- Overseeing the activities of sales team members, and responsible to hiring and training
- Arrange and conduct corporate meetings; attend and host events
- Maintain professional internal and external relationships that meet the company's core values
- Proactively establish and maintain effective working team relationships with all departments

Essential requirements

- Master's Degree, preferably in Business Administration or equivalent
- At least six years in cargo sales of GSA and at least 3 years at management level
- At least five years' experience in sales, marketing and commercial development in Europe and the UK
- Excellent command of written and spoken English; ability to draft communication at a corporate level
- Excellent knowledge of the airfreight market (European work experience is an advantage)
- Cargo operations knowledge including in depth knowledge of GHA and Freighters operation
- Demonstrable experience in project management
- Fundamental understanding of service agreements/contracts including negotiating and signing of GSSA and Interline agreements
- Excellent negotiation skills
- Proven team management; leadership experience
- Computer skills; excellent knowledge of Microsoft Office
- Analytical and problem-solving skills
- Excellent customer services mind set

Desired skills and experience

- Marketing skills
- Ability to travel
- Presentation skills
- Business world-wide experience
- Willingness to undertake further training
- Language skills (Turkish -the company background and current client base consists of Airlines operating from Turkey, therefore candidates with spoken Turkish will be given preference
- DGR Training
- Cargo Security Training
- Quality ISO 9001 Training
- Load Master Training

Proposed salary: £52,000

For more information please contact:

Or Zak – Deputy General Manager UK & IRE
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Closing date for applications is 13/03/2018.