

CHARTER SALES MANAGER (F / M / X)



Looking for a job that will take your career to new heights in the aviation industry? Look no further! Avcon Jet, a dynamic international business aviation company, is currently seeking ambitious individuals who are ready to become a part of a high-performance team, to grow with a demanding range of tasks.

At Avcon Jet, we firmly believe that our people are the driving force behind our success. It's their passion and dedication that enables us to deliver outstanding service to our clients.

HOW TO APPLY?

If you consider these requirements as your challenge and would like to impress us with your personality, send your application documents to recruitment@avconjet.at. Important: We ask you to explicitly mention the job title in the subject of your application: **Charter Sales Manager**



YOUR PROFILE

- You bring excellent reading and writing skills in English language, an additional language is a plus, German A2 will help you in everyday life in Vienna.
- You have a Client-Focused Approach and the ability to build highly engaged relationships with premium customers
- You are a results-oriented professional who wants to continue success in sales
- You are an energetic, collaborative and passionate team player with entrepreneur spirit
- You are a Sales-Driven Self-Starter, who can work on own initiative
- You have strong negotiation and problem-solving skills and very high-level stress tolerance
- You bring the flexibility to work varying schedules, including nights and weekends
- Proficient IT user skills (e.g. Microsoft Office Products) are self-evident for you
- You have unlimited permit to live and work in Austria



YOUR TASKS

- You independently manage the entire sales process of Charter Flights as part of a High Performance Team
- You prepare offers and price calculations, process inquiries and orders in a fast-paced, rapidly scaling environment on your own initiative and responsibility
- You are motivated to handle last-minute ad hoc flight requests, within a strong team around-the-clock, with that you have a direct impact on company growth and visible success.
- You monitor sold flights in close cooperation with internal and external partners, answering e-mails, handling inbound and outbound calls
- You establish and consolidate customer relationships and professionally administrate invoicing and payment supervision and directly shape the future of aviation sales



WE OFFER YOU

- After a very short time of introduction and training, you have taken over full responsibility and are in direct contact with exciting customers, and ultra-high-net-worth clients
- You have the possibility to meet our clients and customers at fairs and shows around the world, to learn and grow quickly with exciting career opportunities within our company
- The statutory minimum monthly salary for a full-time position is EUR 2.535,04 gross per month.
- We offer an attractive, competitive performance bonus that immediately and directly reflects your personal sales success
- Additionally, we offer the job ticket for public transportation, and we support a job bike program.