

Come Grow With Us!

New World Aviation is a privately-owned and employee vested interest aviation company providing high-altitude service and safety to discerning clients. Since launching the company in 1998, New World Aviation's exacting standards have earned us a leader's reputation in worldwide charter, aircraft management, maintenance, and avionics support.

Job Overview

Charter Sales Specialist

New World Aviation is looking for a strong salesperson with a proven track record. The Charter Salesperson is responsible for creating a book of Aviation Sales Clients. They will grow the Charter Revenue using the managed fleet of private jets as well as off-fleet options when the managed fleet is not available. A successful candidate will have experience in the Charter Sales industry and have an established group of clientele; they must be highly motivated to sell and able to work in a fast-paced environment.

Qualifications

- Must have prior air charter experience (Minimum 2-Years) in charter sales, part 91 & 135 scheduling, dispatch and understand the dynamics of the air charter industry.
- The right candidate must also be available for after hours and weekends on call.
- Customer relationship management experience
- Excellent written and verbal communication skills is a must.
- Detailed and task oriented.
- Must be able to dedicate 100% of professional time and energy into this essential and busy position.
- Able to multi-task
- Polished, professional communication, and client relations skills are essential.
- Strong personal values corresponding with New World Aviation's values of trust, communication, knowledge, drive, execution, honesty, alignment, and transparency.

Main Responsibilities:

- Demonstrate experience and competency in managing and building clients through broker relationships and online charter platform.
- Maintain client relations and build a book of repeat business.
- Respond to aircraft charter quote requests with accurate pricing in a timely and professional manner, in accordance with company policies and procedures.
- Must provide prompt and accurate price quoting to customers and follow up on each quote to determine results.
- Actively search aircraft charter boards and determine if the current location of the company aircraft would meet the needs of the client.
- Outsource flights when company aircraft are not available to meet customer requirements and ensure the trip is profitable.
- Assist with client requests such as arranging hotel accommodations, catering, and ground transportation to ensure a flawless flight experience.

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- Q Must remain current on company and competitor product offerings, aircraft, regional charter pricing, and travel trends.
- Q Represents the company in a professional manner at trade shows, industry/marketing events, internally and externally with industry groups, regulatory bodies, and affiliate network.
- Q Ensure a consistent performance of sales objectives each month by meeting required sales quotas.
- Q Continue to build your book of business through participating in events, outbound sales effort, and general relationship development in the industry.
- Q Ensure all pre-trip policies and company and FAA regulations have been completed prior to departure.
- Q Active flight following of all in-progress trips, review NOTAMS, weather, noise restrictions. Coordinate international flights as required.
- Q Follow up with clients post trip to ensure satisfaction in a professional and timely manner.
- Q Respect all airport policies and all applicable laws and regulations without alienating customers and conduct all work in accordance with Policies, Manuals and Procedures.

Education and Training

- Q Bachelor's degree, ideally in an aviation- or business development-related subject area
- Q Must have experience working for Part 135 Charter company
- Q 2 to 5+ years charter or similar industry sales experience

Compensation and enrichment opportunities

- Q Base salary negotiable based on experience.
- Q Generous paid time-off allowance.
- Q Paid time off for major holidays
- Q Group medical package, industry competitive

Job Type: Full-time