

A man in a dark suit stands with his back to the camera, looking out over a vast mountain range. A yellow line with arrows traces a path across the peaks, ending at a flag on the highest summit. The flag has the Avion Express logo on it.

BUSINESS DEVELOPMENT MANAGER AFRICA

WHY US?

Avion Express is a globally leading narrow-body ACMI (Aircraft, Crew, Maintenance, Insurance) and charter airline. The company operates an Airbus A320 family aircraft fleet.

Avion Express is looking for ambitious professionals to spur the company's growth and business development.

The company creates an international and dynamic work environment and ample opportunities for employees to grow both professionally and personally.

ARE YOU READY TO?

- ▶ Research, identify and develop new business opportunities in Africa;
- ▶ Present and discuss business opportunities with the company executives;
- ▶ Manage and implement current and new business development projects in Africa;
- ▶ Together with the management of the company, periodically review and renew business development strategy in Africa;
- ▶ Build and manage strategic relationships with customers in Africa.

DO YOU HAVE WHAT IT TAKES?

- ▶ 5+ years of experience and proven track record in aviation business development in Africa;
- ▶ Strong and proven relationships with key decision makers in the aviation sector and regulatory authorities in Africa;
- ▶ Great project management skills;
- ▶ Winner's mentality;
- ▶ Strategic thinking and strong business acumen;
- ▶ Excellent communication, interpersonal and negotiation skills;
- ▶ Willingness to travel;
- ▶ Fluency in English, both spoken and written;
- ▶ International working experience in the aviation sector would be considered an advantage.

DOES IT SOUND APPEALING?

- ▶ Friendly atmosphere in a multi-national company;
- ▶ Competitive salary;
- ▶ Opportunities for professional and personal growth;
- ▶ Truly international business environment.

Apply in English at
cvooffice@avionexpress.aero