

Head of Charter

Permanent, Full-time

Office Location

London, England, UK

Work Location

Remote (based anywhere in Europe)

Job Description

The Head of Charter is responsible for developing and executing a comprehensive global growth strategy for ACASS's charter business, including ACASS-managed fleet and the sub-charter segment. This role will lead and mentor a high-performing charter sales team, driving revenue generation, strengthening client relationships, and maximizing market opportunities across all regions. They will play a critical role in shaping ACASS's global charter footprint by identifying new business channels, optimizing sales performance, and ensuring consistent delivery of a world-class charter experience.

Responsibilities

- Build and maintain a high-performing global charter sales team through strategic recruiting, hiring, onboarding, and ongoing development.
- Provide direction to direct reports by defining responsibilities, setting expectations and goals, and overseeing performance with consistent feedback, coaching, and mentoring.
- Collaborate closely with team members on customer quotes and contracts, supporting them in overcoming challenges, negotiating terms, and closing opportunities.
- Develop and implement training standards, sales processes, and performance metrics to elevate team capability and drive operational excellence.
- Foster a culture of success, accountability, continuous improvement, and client-focused service excellence that aligns with ACASS values and mission.
- Create and lead a global charter sales management strategy focused on developing the charter sales team and deploying effective sales plans, tools, and techniques.
- Identify high-potential markets, routes, client segments, and strategic partnerships to expand charter opportunities and diversify revenue streams.
- Drive seamless cross-functional collaboration with Flight Operations, Aircraft Management, and Accounting to ensure an integrated and efficient charter sales process.

Qualifications

- Proven experience in managing aviation or charter operations.
- Strong leadership and team management skills.
- Excellent knowledge of aviation safety regulations and compliance.
- Ability to develop strategic business plans.
- Exceptional communication and client relationship skills.
- Proficiency in industry-specific software tools is preferred.

Experience

- Charter sales or business development: 5 years (preferred)
- Working with aircraft brokers: 3 years (preferred)

Education

Bachelor's (preferred)

Work Location

Remote (based anywhere in Europe)

APPLY

If you are ready to elevate your career in business aviation and lead a dynamic team dedicated to excellence, we invite you to explore this exciting opportunity with ACASS. Join us in shaping the future of private air travel. Send your resume to careers@acass.com.

Company Overview

ACASS is a leading worldwide provider of business aviation support services, including aircraft sales and acquisitions, flight crew staffing, charter, and aircraft management, with air operator certificates for Canada, Ireland, and the Republic of San Marino.