

Head of Charter

Permanent, Full-time

Office Location

Europe

Work Location

Remote

Job Description

The Head of Charter is responsible for developing and executing ACASS's global charter strategy, with a primary focus on meeting the charter expectations of managed fleet clients, supplemented by sub-charter solutions to fulfill customer requests. This individual will build and lead a high-performing charter sales team focused on maximizing charter revenue across the managed fleet while strengthening client relationships and retention. The Head of Charter will play a critical role in ensuring the consistent delivery of world-class charter solutions and service standards across all managed aircraft.

Responsibilities

- Develop and execute ACASS's global charter sales strategy to maximize revenue across the managed fleet and support client charter objectives.
- Lead, coach, and develop the charter sales team while establishing clear performance standards, processes, and targets.
- Drive business development and maintain strong relationships with clients, brokers, operators, and strategic partners to support revenue growth and client retention.
- Oversee charter proposals, contracts, pricing strategies, and customer communications to ensure service excellence and operational consistency.
- Collaborate closely with Flight Operations, Aircraft Management, Accounting, and ACM Sales to support charter activity, aircraft acquisitions, and client onboarding.
- Provide charter revenue forecasts, utilization analyses, market intelligence, and tailored charter participation strategies for prospective and existing management clients.
- Monitor market trends, fleet performance, and sales metrics, providing leadership with strategic recommendations and performance reporting.
- Foster a culture of accountability, collaboration, continuous improvement, and client-focused service aligned with ACASS values and standards.

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)

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.