

Senior Charter Sales Executive

Permanent, Full-time

Office Location

Montreal, Quebec, Canada

Work Location

Montreal

Job Description

The Senior Charter Sales Executive is a results-driven sales professional and key member of a high-performing team responsible for driving charter revenue through the promotion and sale of ACASS's fleet of managed aircraft.

This role's focus is identifying and securing charter opportunities, developing new business, nurturing client relationships, and maximizing aircraft utilization and revenue.

Responsibilities

- Actively promote charter sales opportunities for ACASS's fleet, with a strong emphasis on Canada-based aircraft while supporting fleet activity worldwide.
- Respond to inbound charter inquiries, assess suitability and client requirements, and manage the complete sales cycle—from prospecting to post-flight follow-up.
- Prepare timely charter quotes and contracts for both domestic and international trips.
- Take full ownership of client interactions and bookings, ensuring an exceptional experience throughout the sales cycle and resolving any issues proactively.
- Proactively identify and pursue business development, sales, and marketing opportunities to grow ACASS's direct client base and existing relationships.
- Drive charter revenue for ACASS and its fleet owners by consistently achieving and exceeding monthly and annual sales targets.
- Deliver responsive, high-touch service by understanding client needs and consistently following through on all commitments.
- Increase in charter client volume; consistent delivery against departmental charter sales targets and demonstrated growth in managed fleet utilization.
- Ensure all leads, client records and contact information are maintained in Schedaero.
- Provide clients with a consultative, high-quality, full-cycle sales experience.
- Identify, develop, and manage key partnerships and relationships to grow the customer base and maximize sales opportunities.
- Understand and reinforce the value of the ACASS brand in every customer interaction.

- Liaise effectively with internal teams, including Flight Operations, Aircraft Management, Accounting, and Marketing, to ensure cohesive service experience.
- Create and nurture strong long-term relationships with clients, their representatives/ support staff, charter brokers, and key external stakeholders.
- Collaborate with the Commercial Director, other Senior Senior Senior Charter Sales Executives, and internal departments to identify and close opportunities, resolve issues, and ensure informed decisions that support best-in-class customer service.
- Support overall sales activities and contribute to the achievement of global sales targets and organizational goals.
- Build and maintain strong working relationships with the sales team and cross-functional stakeholders to ensure alignment and maximize team productivity.
- Consistently deliver outstanding customer satisfaction and drive superior business results through exceptional customer experiences.
- Ensuring clear communication and prompt issue resolution for all charter trips.
- Contribute to increased customer retention and expansion of the client base.

Qualifications

- 1-3 years experience selling charter
- Excellent knowledge of aviation safety regulations and compliance.
- Exceptional communication and client relationship skills.
- Proficiency in industry-specific software tools is preferred.

Experience

- Charter sales or business development: 3 years (preferred)
- Working with aircraft brokers and HNW/UHNW clients: 3 years (preferred)

Education

Bachelor's (preferred)

APPLY

If you are dedicated to sales excellence and ready to elevate your career in business aviation, 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.