

**Senior Sales Manager – London, UK**

On behalf of our dynamic aviation client in London we are now recruiting for a Senior Sales Manager.

**THE OPPORTUNITY:**

Our client is now seeking to appoint a Senior Sales professional with significant interest in being part of real innovation in the private aviation industry. This individual will a new, exciting and aspirational brand to prospective C-Suite corporate clients and as well as high net worth individuals and affiliated luxury services providers internationally. .

**JOB PURPOSE:**

* To manage the sales team and the sales process with the goal to source new members and persuade them to purchase their private aircraft flights on the company platform
* To reactivate existing members who have not flown with the company to persuade them to book their first flight
* To manage the company CRM system and ensure the profiles are accurately segmented for targeted communications

**RESPONSIBILITIES:**

The nature of the business means that all members of the team are expected to be hands on and self-sufficient. It is a very dynamic sector of the market and flexibility is a key requirement for anyone joining the company.

The following is an indicative list of the kind of responsibilities and activity that the successful candidate will be expected to undertake:

* Call new members to the company and take them through a prescribed verification process and determine how they could use the company platform.
* Ensure new members are fully informed about the benefits the company can offer.
* Contact existing members on a regular basis (by telephone or email) to ascertain future travel plans and encourage them to request quotes.
* Input, maintain and continually update relevant information and member details and contact on the client database.
* Compile a list of potential clients from a variety of sources (newspaper articles, media channels, contact lists etc) and determine a “prospect” target list.
* Project manage a prospect target programme of phone calls and email communication to potential members to invite them to join our client.
* Complete user profiles and help develop the CRM process for members.
* Research data sources for High Net Worth individuals and for target lists.
* Log statistical data on number of call conversions, current members, lapsed members, re-activated members.
* Support the activity of the other colleagues as required
* Answer call for tender for “Big Whale” corporate prospects
* Contribute to team effort by accomplishing related results as needed.
* Support the activity of the other colleagues where necessary.

**REQUIREMENTS:**

You must have considerable track record as a direct sales person from the private aviation industry with strong interpersonal and relationship building skills and confident in dealing and securing significant business with. You understand the interactions between sales, business development and marketing. You must enjoy using IT and CRM and be confident with social media. Self-motivated, hands on and excited by the prospect of a demanding that at times will really stretch your abilities. A foreign language is required.

If interested, please send your CV to richard@limitless-consulting.com also answering the following questions:

Have you worked for an air charter broker before?

How much revenue p.a. have you directly contributed?

How big is your current client base?