



BUSINESS DEVELOPMENT MANAGER LATIN AMERICA

WHY US?

Avion Express Malta 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 Malta 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 Latin America with emphasis on Brazil and Chile;
- ▶ Present and discuss business opportunities with the company executives;
- ▶ Manage and implement current and new business development projects in Latin America;
- ▶ Together with the management of the company, periodically review and renew business development strategy in Latin America;
- ▶ Build and manage strategic relationships with customers in Latin America with emphasis on Brazil and Chile.

DOES IT SOUND APPEALING?

- ▶ Position, based in Brazil or Chile;
- ▶ Friendly atmosphere in a multi-national company;
- ▶ Competitive salary;
- ▶ Opportunities for professional and personal growth;
- ▶ Truly international business environment.

DO YOU HAVE WHAT IT TAKES?

- ▶ 5+ years of experience and proven track record in business development in Brazil, Chile and/or Latin America;
- ▶ Strong and proven relationships with key decision makers in the aviation sector and regulatory authorities in Latin America;
- ▶ 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, Portuguese and/or Spanish, both spoken and written;
- ▶ International working experience in the aviation sector would be considered an advantage.

Apply in English at
cvooffice@avionexpress.aero