



BUSINESS DEVELOPMENT MANAGER INDIA

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 India and surrounding markets;
- ▶ Present and discuss business opportunities with the company executives;
- ▶ Manage and implement current and new business development projects in India and surrounding markets;
- ▶ Together with the management of the company, periodically review and renew business development strategy in India and surrounding markets;
- ▶ Build and manage strategic relationships with customers in India and the region.

DOES IT SOUND APPEALING?

- ▶ Position, based in India;
- ▶ 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 India;
- ▶ Strong and proven relationships with key decision makers in the aviation sector and regulatory authorities in India;
- ▶ 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, both spoken and written;
- ▶ International working experience in the aviation sector would be considered an advantage.

Apply in English at
cvooffice@avionexpress.aero