



BUSINESS DEVELOPMENT MANAGER MIDDLE EAST

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

DOES IT SOUND APPEALING?

- ▶ Position, based in Dubai, UAE;
- ▶ 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 the Middle East;
- ▶ Strong and proven relationships with key decision makers in the aviation sector and regulatory authorities in the Middle East;
- ▶ 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;
- ▶ Fluency in Arabic is considered an advantage;
- ▶ International working experience in the aviation sector would be considered an advantage.

Apply in English at
cvooffice@avionexpress.aero