

JOIN OUR TEAM | CAREERS AT LEVIATE AIR GROUP

Updated as of 04/16/2021

Position Available

Fleet Sales Executive

Position Overview

The Fleet Sales Executive is responsible for the daily sales of the Fleet Charter Sales team in order to meet and exceed revenue standards across the Leviate Jet fleet of managed Part 135 aircraft. The Fleet Sales Executive serves as primary point of contact for wholesale relations, handling any and all service issues/concerns.

Type: **Full Time**

Reports to: **Vice President of Fleet Sales and CEO.**

Essential Job Functions

- Development of targets/budgets and track progress daily, weekly, monthly
- Ensure charter flights are sold as directed by Senior Management while adhering to owner contracts
- Ensure all sales reps and support staff perform their duties as required on a daily basis
- Provide guidance, mentoring, and coaching to sales staff as related to sales negotiation and conflict resolution
- Ensure fleet sales department meets sales targets as set forth by the company for flight hours, charter revenue, empty leg sales; consistent performance of sales objectives by meeting required sales quotas
- Shall verify the integrity of the customer CRM with relevant and accurate data points
- Serve as a primary point of contact for any inquiries made by aircraft owners regarding specific charter questions or general inquiries on charter activity
- Constantly seeking new business for fleet via new and existing wholesale customers worldwide
- Constantly review the overall aircraft schedule and seek ways to better optimize the fleet for increased efficiency and profitability
- Ensure all fleet marketing support materials are relevant and correct to include industry websites, aircraft flyers, website, sales CRM, quoting software, etc.
- Must remain current on company & competitor product offerings, aircraft, regional charter pricing, & travel trends. Maintain solid understanding of local and national trends
- Review trip files with accounting to ensure proper billing of trips
- Research and target wholesale community to create, build and manage relationships; arrange site visits
- Respond to any pop-up/ASAP flights in a timely manner with efficiency and effectiveness
- Manage departmental employees work schedule and ensuring appropriate phone coverage 24/7/365
- Represents the company in a professional manner at trade shows & industry/marketing events
- Must be available and able to work a full time schedule estimated at least 40 hours a week; share in the on-call rotation as needed and on designated nights/holidays
- Must be able to work from the assigned office on a full time basis and willing to carry a mobile phone or other similar communications to be accessible 24/7 as needed.
- Knowledge, Abilities, Skills
- Must have a minimum of 3 years' experience working for Part 135 Charter Operator in a charter sales and flight operations / coordination capacity
- Ability to multi-task, collect & analyze data, define problems, establish facts & draw valid conclusions in a timely manner in a high pressure environment
- Experience utilizing aviation software preferred, not required; Intermediate computer skills with Microsoft Office
- Professional appearance, excellent phone demeanor, with ability to set priorities
- Must possess effective verbal & written communication, organization, presentation, and administrative skills
- Must have an energetic, friendly & outgoing personality with proven customer service skills
- Must be able to effectively negotiate and close a sale
- Must be willing to travel as directed by management

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

Please send your resume and cover letter to apply@leviateair.com

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Knowledge, Abilities, Skills

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Benefits (Full-Time Employees Eligible)

- 401(k)
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- 8 hour shifts
- On Call
- Weekends

Supplemental Pay:

Commission Pay

Experience:

Aviation: 2 Years (Required)

Work Location:

Dallas Head Quarters - 1700 Pacific Ave Suite 4600, Dallas TX 75201

Work Remotely:

No

Paid Training:

Yes

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