



Charter Sales Executive – Dulles, Virginia

SkyLink USA is among the world's leading cargo aircraft brokerage companies. Our business is growing and we are seeking highly qualified candidates with the desire to sell and a track record of success in highly competitive environments indicative of your potential.

This position will require lead generation, asset sourcing, pricing, negotiating terms and providing aircraft and logistics support. Much of your focus will be on securing ad-hoc or regular scheduled charters to deliver urgent, oversized, oil & gas, automotive and humanitarian relief types of cargo, as well as contracts for "intra-theater" flights, transportation and fueling operations to support humanitarian and peacekeeping operations. Individuals with experience working within defense industry or commercial aviation sales teams are particularly encouraged to apply, particularly those with on-the-ground experience in the Middle East and Africa. Compensation will correlate directly to one's experience and performance in closing business.

Job specification:

- *Working to achieve your targets within the context, and as a member of, a team.*
- *Generating inquiries and working them through to a conclusion.*
- *Generation of sales and teaming opportunities from new leads and supporting responses to formal RFP's from existing and new customers*
- *Following up sales calls to convert potential contacts to clients and providing them with the best aircraft and supporting logistics solution.*

Requirements:

- *Proven ability in sales*
- *Excellent telephone manner and ability to develop rapport with customers*
- *Keen understanding of requirements definition process and appropriate airframes to meet mission requirements*
- *Computer literacy a must.*
- *Understanding of formal sales methodologies, proposal processes and the regulatory environment for commercial aviation and defense contracts*
- *Demonstrate good organizational and time-management skills including being able to work independently and accurately.*
- *Highly motivated and target-driven to succeed with an outgoing, adaptable and confident personality.*
- *Knowledge of eastern and western aircraft, aircraft charter operations or other aviation related experience.*
- *Desire to work in a challenging and fast paced sales environment*
- *College degree or equivalent experience required with a focus on technical, business and finance*
- *The unique ability to both achieve personal results and dedicate oneself to mentoring the growth and development of other members of the SkyLink team.*
- *Multi-Lingual candidates are strongly encouraged to apply. Fluent English and proficiency in Russian or Arabic are of particular interest.*
- *Military veterans, with private sector experience or interest, are strongly encouraged to apply.*

Applicants should submit their resume via e-mail to hr@skylink-usa.net or fax to 703-544-3712.

SkyLink USA is an equal opportunity employer and embraces diversity as a source of strength in our market.