**Aviation Charter Broker (Home Based) – StratStep Aviation**

**Company Overview:**

StratStep Aviation Limited ([www.stratstepaviation.com](http://www.stratstepaviation.com)) a division of StratStep Group ([www.stratstepgroup.com](http://www.stratstepgroup.com)) is seeking a dynamic and motivated Charter Broker based in the UK.

StratStep Group consists of 12 companies providing VVIP Charter, Cargo Services, aircraft sales, Logistics, Consulting Services, Aviation Training, Technology/R&D and a full-service marketing company primarily focused on aviation and aerospace sectors.

With its global HQ based in Cambridgeshire UK, StratStep Group has been successful in an aggressive strategy to build the Group into becoming the leading experts across the aviation, aerospace and space sectors.

**DUTIES & RESPONSIBILITIES:**

* Lead generation of potential new B2C/B2B clients across EMEA that will benefit from our full suite of charter aircraft and services.
* Managing and converting ‘hot leads’ as they come into the business.
* Education of prospective client, meetings and discussions to assist the clients understanding of StratStep Aviation services.
* Building your list of potential customers by researching our database, websites, LinkedIn and trade press etc.
* Keeping up with aircraft for sale or lease and matching with potential buyers.
* Pro-actively targeting your list through outbound sales calls, emails and converting them from potential customers to StratStep Aviation customers
* Building relationships with Cargo Operators to ensure access to the widest range of aircraft available to provide solutions for our customers.
* Building your relationship with HNW and UHNW clients who use charter services
* Maintain relationships with existing clients to ensure repeat business.
* Work with internal StratStep Group teams to develop a client value proposition.
* Develop a personalized and individual client sales strategy to achieve success in the EMEA region.
* Client acquisition through the development of a value proposition, presentations and negotiations
* Participate in negotiations as a member of the team to develop service agreements.
* Responsible for the generation of StratStep Aviation revenue in the EMEA region
* Perform other marketing and business development activities in close coordination with the Group CEO, to develop and provide information to the regional market and identify meeting and discussion opportunities.
* Support in participating Aviation/Aerospace events that are considered relevant to the StratStep Aviation business, by preparing materials, information and working papers, presenting information at the meetings, attending meetings and conferences, and follow up with members of organizations on the meetings and workstreams of interest by StratStep Group.
* Other tasks may be added or requested.

**JOB REQUIREMENTS:**

* B2C/B2B charter broker experience across, VVIP, cargo, business aviation, helicopter charter
* Experience as a charter broker in buying, selling and leasing all sizes/types of aircraft.
* In depth knowledge and understanding of the business aviation market
* Knowledge of regulatory bodies across EMEA (FAA, EASA, ITAR etc.)
* Strong initiative to succeed.
* Active listener, communicator, with solid written and verbal skills
* Sales personality (boots on ground)
* Good negotiator
* Ability to work as part of a team both internally and externally.
* Ability to function in a start-up, fast-paced entrepreneurial environment.

**EXPERIENCE/EDUCATION REQUIREMENTS:**

* Minimum of two years’ experience as a charter broker
* Proven knowledge and experience in the aviation field.
* Bachelor’s Degree in related field or equivalent by experience

**WHAT IS IN IT FOR YOU:**

* This is a home-based position (in the UK).
* Contract position with an aggressive and rewarding commission only structure. This is up to 50% commission based on individual sales profit.
* We leave it to you how many hours per week you put in as you only get out what you put in.

**NO AGENCIES PLEASE**

StratStep Group is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, sexual orientation, gender identity or status as a protected veteran. EOE of Minorities/Females/Vets/Disability and other protected categories.