

Cargo Charter Executive

About us

26AVIATION is a bespoke, London-based air charter specialist that provides aircraft solutions to a global portfolio of clients. Launched in 2020, 26AVIATION primarily focuses on cargo charter operations, and has grown rapidly from a small start-up to a multi-million-dollar company in less than a year thanks to its intelligent and creative approach to aircraft sourcing.

Our intention is to disrupt a marketplace that has traditionally been controlled by large international corporates, by offering creative, personal, and accessible charter solutions combined with exceptionally high service levels. Whilst we are a small team, our experience allows us to provide charter solutions to some of the world's largest logistics companies, often winning large and exciting charter projects, something we are incredibly passionate about.

Due to the pace in which the company is developing, an opportunity has arisen for a full-time Cargo Charter Executive to be based in the company's London office. Being one of the early members of staff for the company, the position will offer an ambitious, motivated candidate significant career development opportunities, advancing to senior, executive and director levels as the business grows.

About the job

Those that are unfamiliar with the air charter industry are often surprised at how exciting the business is. Aircraft charters are typically used as an emergency solution by companies that need to solve an urgent logistical problem, which is where 26AVIATION comes in. Be it supercars, aircraft engines, critical oil and gas equipment, humanitarian aid, medical cargo, or anything in between, cargo air chartering is a highly accelerating, fast paced, and enjoyable sector to work in.

Whether it's an emergency component being flown on an exclusive private jet or outsized cargo being transported on colossal 6-engined freighter aircraft, no two days are the same and a Cargo Charter Executive is at the forefront of these activities working as the company's backbone to support the entire operation, from sourcing aircraft and closing deals, to executing contracts and managing charter flights, often on site and on board the aircraft.

Whilst the position will be based in London, international travel would also be expected of the right candidate. This would include on-site flight management both at the airport and flying on the charters, new and existing client visits abroad and regular travel to trade shows for networking opportunities.

If you're looking for a career change into one of the world's most exciting industries, then becoming a Cargo Charter Executive for 26AVIATION is the right choice for you!

If you are a self-starting, target-driven, and highly professional individual, who relishes the challenge of managing their own portfolio of high-profile cargo clients, whilst enjoying a 100% uncapped commission structure, then we want to hear from you!

What we can offer you

- Market-leading uncapped commission structure, plus competitive basic salary based on experience
- A truly unlimited pool of potential customers to target worldwide, without any boundaries or restrictions whatsoever
- Unbeatable location in the heart of East Croydon, London's fastest growing metropolitan centre, located immediately opposite Boxpark and East Croydon station (Central London/Gatwick: both 15m, Brighton: 42m)
- 21 days holiday per year
- Enrolment into the company's pension scheme
- Exciting working environment both professionally and socially, with regular social events
- Unique career progression opportunities
- Direct 1-to-1 mentoring with the owner of the business
- An accelerating role that has the ability to offer significant financial reward and global travel to the right candidate.

What you'll be responsible for

- Building your own sustainable portfolio of customers who charter cargo aircraft, by making regular proactive outbound calls in accordance with the company's target scheme

- Proactive sales calls with existing customers in order to promote the company and to maintain strong working relationships.
- Managing and maintaining your own list of customers and contacts in the company's CRM system
- Using your own initiative to research new potential customers via LinkedIn, media publications, websites, or word of mouth.
- Managing charter enquiries on-demand, including the sourcing of suitable aircraft, quoting the customer, negotiating with airlines, closing the sale, and executing contracts.
- Managing the full operational and commercial aspects of the charter booking from confirmation to flight completion, including managing communication between the airline and customer, sometimes during unsociable hours.
- Where possible, proactively arranging face-to-face meetings with potential customers to promote the company's services (covid-permitting).
- Travelling both domestically and internationally, to oversee charter flights, visit customers and attend trade events.
- Entering new charter airlines into the company's operator database whilst ensuring all existing airline details are kept up to date.
- Maintaining strong relationships with existing charter airline suppliers and establishing new relationships with airline suppliers who the company hasn't spoken to or used before.
- Taking part in the company's duty call roster, handling the company's out of hours activities such as enquiries, bookings, and general calls.
- Using own initiative to maintain an advanced understanding of the charter industry, including market intelligence on our competitors, suppliers, and other industry bodies to identify opportunities that may arise.
- Understanding aviation regulatory standards and working within the company's compliance rules.
- Keeping up to date on global headlines such as natural disasters, geopolitical events and aviation news in the event the company's services are required.

What we'll need from you

- Demonstratable history of exceeding sales targets & non-financial goals
- Experience in objection management with genuine decision makers
- Ability to work effectively under pressure and in a fast-paced environment
- Excellent commercial acumen and strong problem-solving skills
- The ability and willingness to work during unsociable hours and weekends
- Excellent communicator, both written and verbal
- Strong numeracy skills with a high attention to numerical detail
- Ability to manage own workload effectively and reliably
- Outstanding time management and planning skills, including multitasking
- Exceptional negotiation skills with an understanding of risk-management
- Fast learner who can develop an advanced understanding of cargo aircraft
- Excellent team player with a natural desire to support others
- Ability to build a large and wide-ranging network within the industry
- Cool head with a highly professional approach to work

Whilst not essential, it would be great if you also have:

- Some aviation knowledge through previous work experience or interests
- A fluency in a second language, either spoken or written
- A strong understanding of LinkedIn and LinkedIn targeting
- A strong understanding of Salesforce CRM system
- A strong understanding of Windows 10 operating system
- A good grasp of IT functions such as cloud-based platforms and syncing

Diversity Statement

At 26AVIATION, diversity and inclusion are at the core of our values as an organisation. Regardless of race, religion, ethnicity, gender identity, sexual orientation, or age, we believe that all staff have the right to feel valued, empowered, and happy.

To apply for this role, please email a cover letter outlining why you feel you are suitable for the role, and CV to careers@26aviation.com quoting “London Cargo Charter Executive” in the subject line.

Message to recruiters

At this stage we are not looking for recruitment agency services, however if you would like to email any company details, please do so by mailing to the above email address and we kindly ask not by phone.