

BUSINESS DEVELOPMENT & CUSTOMER RELATIONSHIP SPECIALIST (F/M/X)



Are you passionate about customer relationships, problem-solving, and business growth? Avcon Jet is seeking dynamic, motivated individuals to join our team in a role that combines business development with top-tier customer care. Looking for a job that will take your career to new heights in the aviation industry.

At Avcon Jet, we firmly believe that our people are the driving force behind our success. It's their passion and dedication that enables us to deliver outstanding service to our clients.

Are you ready to become a part of a high-performance team, to grow with a demanding range of tasks?

HOW TO APPLY

If you consider these requirements as your challenge and would like to impress us with your personality, send your application documents to recruitment@avconjet.at. Important: We ask you to explicitly mention the job title in the subject of your application: **Business Development**



WE OFFER YOU

- After a very short time of introduction and training, you have taken over full responsibility and are in direct contact with exciting customers, and ultra-high-net-worth clients
- You have the possibility to learn and grow quickly with exciting career opportunities within our company
- The statutory minimum monthly salary for a full-time position is EUR 2.369,18 gross per month. The actual salary depends on your professional qualification and experience, we expect to hire at EUR 2.900 gross plus bonus opportunity.
- Additionally, we offer the job ticket for public transportation, and we support a job bike program.



YOUR TASKS

Proactive Client Outreach: Identify potential charter customers using Salesforce, arranging meetings for sales directors (bonus relevant).

Market Research Expertise: analyse markets and reach out to clients confidently via phone.

CRM Tool Proficiency: Exhibit a solid understanding of Salesforce, demonstrate a strong willingness and ability to quickly learn and utilize effectively, manage client data, tracking sales activities.

Client Relationship: Cultivate and maintain customer relationship. Handle client service needs, including inquiries, suggestions, and complaints, with professionalism and urgency.

Comprehensive Sales Support: Guide brokers through the flight sales process, ensuring flawless coordination for passengers and crew from booking to the flight's successful completion.

On-Site Customer Care: Occasionally welcome or bid farewell to clients at the airport, ensuring aircraft readiness, including catering arrangements, before departure.



YOUR PROFILE

Language Proficiency: Excellent written and verbal communication skills in English; additional languages are a plus, German B2.

Customer Focus: Strong customer service orientation with the ability to cultivate lasting relationships with premium clients.

Team Player: Energetic, proactive, and entrepreneurial with a "hands-on" mentality, able to work well within a dynamic team.

Problem-Solving Ability: Capable of critical thinking, resolving challenges efficiently, and staying composed under pressure.

Adaptability: Flexibility to work varying schedules, including nights and weekends.

IT Skills: Proficient in Microsoft Office; familiarity with CRM tools, especially Salesforce, is a plus.

Work Eligibility: Unlimited permit to live and work in Austria