

COUNTRY MANAGER UAE



Looking for a job that will take your career to new heights in the aviation industry? Look no further! Avcon Jet, a dynamic international business aviation company, is currently seeking ambitious individuals who are ready to take their career in aviation to the next level.

Avcon Jet is one of Europe's leading private aviation providers with a global fleet and a strong presence across all major markets. Avcon Jet Middle East is based in The Maze Tower on Sheikh Zayed Road and represents the brand in one of the most dynamic aviation regions in the world.

SALARY

The base monthly salary for a full-time position is starting at 17,000 AED per month, equivalent to approx. 204,000 AED per year plus variable performance-based component. However, the actual salary depends on the monthly number of working hours and your professional qualification and experience.

HOW TO APPLY

Please send your application documents to
a.stefa@avconjet.com

Important: This is a Dubai based on site role, therefore applicants must hold a valid UAE Residence Visa and Work Permit or be eligible to obtain them.



YOUR TASKS

Charter Sales and Business Development

- Acquisition of private and corporate clients in the field of private jet charter
- Preparation and presentation of customized flight proposals
- Negotiation of contracts and closure of charter deals
- Coordination between clients and operators considering availability, pricing and service quality
- Close collaboration with airlines, handling agents and partners
- Supervision of flight related aspects including handling, catering and special client requests
- Ensuring an outstanding customer experience throughout the entire process

Country Management and Market Expansion

- Establishing and expanding Avcon Jet Middle East's presence in the UAE market
- Serving as the primary local representative of Avcon Jet for authorities, partners and key stakeholders
- Developing and maintaining your own network of potential clients and industry partners
- Conducting market and competitor analyses to identify opportunities and trends in the UAE
- Supporting strategic decisions related to the regional private aviation market
- Representing the brand at events, trade shows and high profile industry gatherings
- Coordinating with Avcon Jet Group headquarters to align local activities with global strategy



WHAT WE OFFER

- Attractive commission model and performance-based bonuses
- High degree of flexibility and autonomy in managing the UAE market
- Representation of a premium and independent brand
- Access to Avcon Jet's international private aviation network
- Opportunity to actively shape the development of a fast-growing region
- Direct cooperation with senior management and decision makers



YOUR PROFILE

- Strong commercial mindset with the ability to grow a business in a competitive market
- Excellent communication and negotiation skills
- Independent and entrepreneurial working style
- Strong customer orientation and high attention to detail
- Existing network in private aviation or the VIP segment is considered a plus
- Fluent in English in written and spoken form, additional languages are an advantage
- High level of flexibility and willingness to travel within the region
- Ability to work confidently with high net worth individuals and corporate clients