



# BUSINESS DEVELOPMENT REPRESENTATIVE

Air Chartering Industry

## WHAT'S THIS ABOUT?

Our client, a Montréal-based private jet charter brokerage, is in search of a dynamic Bilingual Business Development Representative to join their team. We are on the lookout for a candidate who can adeptly foster relationships with potential clients, igniting business growth and guiding clients through the booking process with tailored travel experiences for both business and leisure.

Key responsibilities include: prospecting and identifying new business opportunities by engaging with potential clients, including colder leads, to showcase their services; employing effective business development strategies to generate leads; managing customer inquiries and overseeing bookings for private jet charters; delivering exceptional customer service and ensuring a seamless booking and travel experience; maintaining accurate records of customer interactions, bookings, and sales data; staying abreast of market trends, competitors, and client preferences; and educating clients on the advantages of our private jet charter services.

### ABOUT YOU

- Talent for generating new business and surpassing sales goals
- Outstanding customer service abilities
- Strong aptitude for building and maintaining client relationships
- Excellent written and oral communication, negotiation and problem solving skills
- Fluent in English and French
- Ability to excel independently and in a team in a fast-paced environment
- Experience in aviation and chartering industries is a plus

### ABOUT US

- Salary: **\$67k** annually, plus commission
- Full-time, in-office position in Montréal, QC
- 2 weeks vacation, plus one during the holiday season
- Medical/dental benefits
- RRSP Matching

### IS IT YOU WE'RE LOOKING FOR?

**Email Andrew Diotte-Lyles** with the position in the subject line.

**Attach** your complete resume.