

Job Description

Ref: J046/DC/C0081/2018

Business Development Manager - Solutions

- Premier FBO.
- Gateway to China and Asia.
- A new customer experience.

Our client is a premier fixed based operator, at the gateway of Asia, China and beyond.

They provide a full range of technical, ground handling, passenger and crew services for that personalised travel experience.

They are seeking a Business Development Manager – Solutions, who will lead and deliver a new customer experience to their clients by deploying and enabling technology. They wish for customers to be in control of their travel experience, whilst enabling our client, to gain in productivity and efficiency.

You will have an IT background, and already know to deliver projects well. Technology costs and you will have a business head to identify processes, rework them to deliver benefits to customer and business alike. You know about the Internet of Things (IoT) and can leverage this and other enabling technology across the business and operation.

Leading a team, you will be a role model to nurture them and upskill them to deliver time and time again.

You know how to work across the business and working with business partners so everyone wins. If you have worked and deployed CRM, ERP and worked in aviation, this would be advantageous.

Asia Pacific represents 40% of global aviation, be part of it of this exciting industry today and apply now.