

JOB DESCRIPTION

Business Development Manager

Ref. J060/WW/C0005/2019

- Global airline customer portfolio.
- Vital in moving cargo.
- Develop the business, close the deal.

Our client has a solid aviation business portfolio. They are now seeking a business development manager to continue to strengthen their Unit Load Device (ULD) business and support aviation projects.

This position is about developing the relations, with a head for numbers, closing the deal, and servicing the customer accounts. They have a global airline and cargo carrier customer base, providing a one stop shop for ULD fleet management. Our client, is the behind scenes force, which keeps the passenger bags and cargo, moving around the world.

You will know the intimate workings of an airline airport and cargo operations. You will marry this with the operational and maintenance capability of the client to ensure a seamless and balanced movement of ULDs across the client's network. You are bold in creating new relationships, service at your heart to maintain the relationship, a head for numbers to manage these high values and high volume assets, and a finisher to see the deal from start to end.

You will have a track record in making deals and servicing customers, supported with a relevant degree, and an upcoming dynamic manager of people.

Interested candidates please send your CV to stepup@stepup.com.hk or visit the website <http://www.stepup.com.hk/opportunities.html> to submit your application. Candidates should submit their CVs with true, compete and accurate information.