



ABOUT FLYUS GROUP

FlyUs Aviation Group is an independent, privately-owned GSSA. Our focus is our customers, staff, airlines and partners, for whom we constantly strive for industry innovation and advancement.

Our people are our strongest assets and we promote and enjoy a family culture around the globe.

Established partnerships with more than 34+ airlines across 30 countries allow us to pioneer collaborative projects and investment into digital solutions, a partnership approach for airline clients, analytics, information flow and the customer experience.

APPLY NOW

Send CV & Covering Letter to:
careers@flyus.aero



WE ARE HIRING!!



POSITION

Regional Cargo Sales Executive



LOCATION

Manchester, United Kingdom – Will require travel.



DESCRIPTION

Within the GSA division of FlyUs Aviation Group, your role will be to ensure maximum delivery of cargo revenue through effective sales techniques and promotions for our principal carriers.



RESPONSIBILITIES

- Plan, direct and control all selling and marketing activities for our principal carriers.
- Interact via email, telephone and direct visits with freight forwarders, direct shippers and/or consignees.
- Assist with telesales functions, quotations and produce sales strategies for our principal carriers.
- Analyse market data identify opportunities and secure cargo revenue to meet or exceed targets.
- Account manage and strategically grow customers with development plans and targeted sales in accordance with the strategy and vision of our principal carriers.
- Acting as escalation contact through both customer calls and emails



SKILLS & EXPERIENCE

- Ideally candidate should have Airline or GSSA sales or account management experience.
- Have outstanding sales skills and good understanding of the cargo market.
- Ability to work in a fast-paced environment handling multiple initiatives and prioritise own workload.
- Autonomy in the role and capacity management.
- Must be articulate and possess good interpersonal skills.
- Competences in IT programs, strong analytical skills, planning and organisation.

SALARY

Competitive salary based on experience

HOURS

09:00 – 17:30
Monday to Friday

CLOSING DATE

Friday 2nd August 2024