

Status Jet is currently seeking highly motivated Charter Sales Professionals for an exciting opportunity to join our dynamic and innovative team based in Dallas, Texas. As a rapidly growing company in the aviation industry, we are looking for entrepreneurial individuals who are passionate about delivering exceptional client experiences and possess a solid understanding of geography and private aircraft charter.

Responsibilities:

- Develop and execute effective sales strategies to drive charter flight bookings and achieve revenue targets.
- Actively seek new clients, proactively engage with prospective clients and cultivate long-term customer relationships.
- Conduct thorough needs analysis to understand clients' requirements and tailor charter solutions to meet their unique travel needs.
- Provide expert advice and guidance to clients on aircraft options, flight itineraries, and charter pricing.
- Handle the entire sales cycle, including lead generation, qualification, negotiation, and closing of charter flight deals.
- Collaborate with the operations team to ensure seamless execution of charter flights and outstanding customer service.
- Stay up-to-date with industry trends, competitor activities, and market demands to identify growth opportunities.

Requirements:

- A minimum of 2 years of proven experience in luxury services, with a track record of successful sales achievements.
- Prior Charter Sales experience preferred.
- A college degree or equivalent combination of education and relevant work experience.
- Excellent communication skills, both verbal and written, with the ability to engage and build rapport with clients.
- Strong negotiation and prospecting skills, coupled with a high energy level to thrive in a competitive sales environment.
- Passion for the aviation industry and a genuine interest in private aircraft charter services.
- Self-motivated and driven to exceed sales targets and deliver top-notch customer service.

Work Schedule: Status Jet operates 24/7 to cater to our clients' needs, which means this role requires flexibility in working hours. You will be expected to work on-call on certain nights, weekends, and holidays, with the schedule adjusted as needed to accommodate operational demands.

Compensation: This position offers a commission-based pay structure, with additional bonuses based on individual sales performance and achievement of company goals along with 401k and health plan benefits.

Join Status Jet's vibrant team and take part in transforming the private aircraft charter industry. If you are a driven, client-focused individual with a passion for aviation and the ability to excel in a competitive sales environment, we invite you to apply for this exciting opportunity to grow with us.

Please send resumes to:

operations@statusjet.com