

KEY ACCOUNT MANAGER (F/M/X)



Looking for a job that will take your career to new heights in the aviation industry? Look no further! Avcon Jet, a dynamic international business aviation company, is currently seeking ambitious individuals who are ready to take their career in aviation to the next level.

At Avcon Jet, we firmly believe that our people are the driving force behind our success. It's their passion and dedication that enables us to deliver outstanding service to our clients. That's why we're actively seeking like-minded individuals who share the same aviation dream.

SALARY

Total annual salary is between € 35.000 and € 45.000 plus bonus/commission, depending on your qualification and added value; additionally, we offer the Job Ticket for public transportation and support a job bike program.

HOW TO APPLY

If you see the above requirements as a challenge and would like to impress us with your personality, send your application documents to recruitment@avconjet.at. We ask you to explicitly mention the job title "**key account manager**" in the subject of your application.

WE OFFER YOU

Avcon Jet offers you a demanding range of tasks with a high degree of responsibilities and a great working environment in a young team. After a very short time of introduction and training, you are in direct contact with exciting customers, ultra-high net worth clients and meet in exciting places around the world. Within the company you manage your account in personal coordination with and reporting to our top management.



YOUR TASKS

- The main task is to build the long-term commercial success of the account, with customer needs as the top priority.
- You are the single or first contact of the aircraft owners, you are responsible for the management of defined aircraft.
- You enjoy making things possible in order to meet customers' needs and at the same time shape the economic operation of the aircraft e.g. creating new revenue streams.
- Within Avcon Jet, you represent the owner, you coordinate the needs of owner flights and charter, the dates for maintenance, and crew training.
- To enable flights, you communicate with customers and aircraft owners and coordinate processes and needs from acquisition to crew.
- You build and strengthen the customer relationship, promote the commercial success of an account, support selling charters, and create monthly performance reports, forecasts, and financial statements.



YOUR PROFILE

- Qualification for university entrance or secondary school certificate with completed professional education
- Excellent reading and writing skills in English, additional languages are a plus
- You have a high level of customer service orientation to build highly engaged relationships with premium customers
- You are an energetic and passionate team player with an entrepreneurial spirit, you take initiative and have a hands-on mentality
- You are known for your problem-solving skills and stress tolerance
- You are willing to work predominantly from our office to learn and grow within the team and have the flexibility to work varying schedules from home, including nights and weekends
- You are an experienced IT user in MS Office and are interested to work with Salesforce
- Unrestricted work permit for Austria and the possibility to travel worldwide required