**Windward Islands Airways International (Winair) N.V**. is the successful airline of St. Maarten. We have a long history and are doing well in a dynamic, international setting. Currently, we have about 237 employees, but we expect to grow substantially in the upcoming years. Winair is investing in our employees, empowering them, and striving to be an excellent workplace for ambitious professionals. To support further growth, Winair is looking for

Windward Islands Airways International (Winair) N.V.

P.O. Box 2088 / Airport Road #69

Simpson Bay, St. Maarten, Dutch Caribbean

Tel: +1 721 545-2568

|  |
| --- |
|  **Charter Sales Executive** |

**Organizational Relationship:**

The Charter Sales Executive reports to the Commercial Director.

**Job Scope**

The Charter Sales Executive is responsible for selling charter flights by engaging with and responding to enquiries from our network of established Aircraft Broker customers, as well as building a new network of clients. The role ensures clients receive accurate and prompt information regarding enquiries and quotation requests, contributing to Charter Sales growth.

**Tasks and responsibilities**

* Process charter requests in a timely manner by providing accurate pricing, operational information, and relevant details.
* Schedule charter bookings, including related administrative and operational tasks.
* Ensure compliance with customer service standards and effective customer relationship management.
* Monitor industry trends and adjust pricing profiles accordingly.
* Communicate effectively with clients to identify and fulfill their needs.
* Build and maintain positive relationships with clients to encourage repeat business and generate revenue.
* Conduct research to identify potential business opportunities.
* Perform adhoc duties as required.

**Qualifications**

* Candidates with two to four years of professional experience in Business Aviation or General Sales is preferred.
* Excellent customer service skills.
* Highly organized and motivated.
* Strong written and verbal communication skills.
* Entrepreneurial mindset with a strong commercial spirit.
* Proficiency in Microsoft Office applications.

**Interested in joining our team?**

If you believe you’re the ideal candidate for this position and are excited to start a new chapter with us, we encourage you to apply.

Please submit the following documents to the Human Resources Department at **humanresources@fly-winair.com**:

* A motivational letter
* Your resume
* Application form

If your profile matches our requirements, we will contact you to schedule a formal interview.