

## **Job Description: Commercial Jet Charter Broker**

Volanteus is a boutique aircraft charter company that operates within the Commercial Jet, Private Jet, and Cargo sector.

Established in 2016, the company has seen exceptional growth over past few years with us opening a second office in the UK and two offices in the USA, our UAE office is also in the pipeline and due to open later this year.

The company is now looking to capitalise on our growth, by strengthening its Commercial Jets division with experienced aviation personnel.

We are looking for a confident and proactive individual with a proven ability to generate sales, who is looking to further develop their career within an exciting and vibrant team, with an opportunity to grow and thrive within the air charter industry.

We are recruiting for an individual with experience as a commercial jet charter broker to join our team.

## **The Role Includes:**

- Be able to manage charter enquiries through to the booking phase.
- Must have a proven track record for sales and ability to develop their own client portfolio.
- Managing supplier relations
- Managing the charter process from enquiry to post-flight
- Overseeing flight departures and flight riding (must be willing to travel)
- A flexible individual who is willing to work outside of the contracted hours



Volanteus Limited, 6<sup>th</sup> Floor, Astral Towers,  
Betts Way, Crawley, West Sussex, RH10 9UY

t +44 (0) 203 876 8000  
e [recruitment@volanteus.com](mailto:recruitment@volanteus.com)  
w [volanteus.com](http://volanteus.com)

## **Key Job Responsibilities:**

- Flight Quoting
- Negotiate with aircraft providers to procure best value for clients.
- Ensure timely offer with detailed and accurate information is provided for clients.
- Ensure all contracts, insurance and regulatory matters are accurate, legally compliant and that company requirements are met.
- Verify supplier contract in detail.
- Issue flight brief with all flight related information.
- Must be confident in sales, expectation to find their own accounts.
- Growing and managing own portfolio of clients.
- Creating and sustaining a professional relationship and rapport with clients.
- Select appropriate solutions to satisfy clients requirements, provide an accurate quote, and establish effective dialogue with the client.
- Use initiative to identify new and potential areas for business development.  
Develop new business through initiative, follow up on news leads, client recommendations and pro-active networking.
- Keep up to date on latest operational capabilities of aircraft, airports, operators, and handlers.
- Representation on charter flights, including overseas travel.

## **Candidate Skills:**

- Minimum 1-2 years' experience in Commercial Charter Jet Broker (essential)
- Strong network of clients, operators, and industry contacts
- Strong passion for aviation and delivering premium client experiences.
- Highly self-motivated, proactive, and comfortable working autonomously.



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- Composed and optimistic under pressure, with a solution-focused mindset.
- Determined, persistent, and results-driven, especially in high-stakes scenarios.
- Willing and able to adapt to flexible working hours, including evenings and weekends, based on client and business needs.
- Exceptional communication and interpersonal skills, both verbal and written.
- A team-oriented attitude with the ability to collaborate effectively across local and international teams.
- Open to feedback and adaptable to change in a fast-paced environment.
- Additional language skills are an advantage, though not essential.

### **Why Choose Volanteus:**

- Rapidly growing Global Air Broker Company
- Opportunity for professional development and career advancement, carve out your own path.
- Part of a 'people first' culture
- Access to a dynamic and collaborative work environment alongside a team of industry professionals.
- Competitively based salary
- Uncapped commission
- Free Gym Membership
- Private Health Care
- Enhanced Pension Scheme



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