

Vice President of Sales — US Private Jet Charter

Location: East Coast, United States (open to candidates based in the UK or Europe — visa sponsorship available)

Department: Private Jets | Reports to: Head of Charter, US

About the Opportunity

Volanteus is expanding its US presence and launching a new on-demand private charter vertical. We are looking for an entrepreneurial Vice President of Sales to spearhead this venture – a senior leader who combines deep industry knowledge, an established book of business, and the drive to build a business unit from the ground up.

This is a rare opportunity for an experienced advisor and commercial leader to take ownership of a new vertical within a fast-growing, internationally active group. The successful candidate will own the P&L for the US on-demand charter business, set the commercial strategy, and personally manage and arrange charter flights for clients requiring private, tailored air travel solutions. The VP will coordinate between clients, operators, and service providers to ensure seamless, cost-effective, and safe operations while delivering a premium customer experience – and, as the vertical scales, build and lead the team that supports it.

We are happy to recruit talent from the UK and/or Europe and host them on our visa programme for the right candidate.

Key Responsibilities

- Own the P&L for the US on-demand charter vertical — set revenue targets, manage cost of sales and operating costs, and report performance to the group leadership team.
- Establish and grow Volanteus' on-demand charter vertical in the United States, taking ownership of strategy, supplier relationships, pricing, and client acquisition.
- Build the commercial plan for the US business and execute against it, with full accountability for delivering against budget and growth targets.
- Recruit, lead, and develop the US team as the vertical scales, starting as a player-coach and growing into a leadership role.
- Manage on-demand charter enquiries received by the team through to the booking phase.
- Leverage an existing book of business and develop your own client portfolio, building long-term relationships and a sustainable revenue pipeline.
- Manage the end-to-end charter process from enquiry to post-flight, including flight quoting, sourcing aircraft, negotiating with operators, and overseeing departures.
- Source aircraft and negotiate with providers to procure the best value for clients while maintaining safety and quality standards.
- Ensure timely offers with detailed and accurate information are provided to clients.
- Manage supplier relationships across operators, handlers, and service providers.
- Verify supplier contracts in detail, and ensure all contracts, insurance, and regulatory matters are accurate, legally compliant, and meet company requirements.
- Issue flight briefs with all flight-related information to clients and crews.
- Select appropriate solutions to satisfy client requirements, provide accurate quotes, and establish effective dialogue with clients.



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- Use initiative to identify new and potential areas for business development; follow up on new leads, client recommendations, and pro-active networking.
- Keep up to date on the latest operational capabilities of aircraft, airports, operators, and handlers.
- Represent the company on charter flights, including overseas travel as required.
- Support the company on 'House Accounts' as and when required.
- Oversee flight departures (must be willing to travel) and work flexibly outside of contracted hours when operational needs demand it.
- This role is not geographically specific and will support the Volanteus Group and its other companies in the UK and UAE.

Candidate Profile

- Based on the East Coast of the United States (preferably Philadelphia, New York or Florida) or willing to relocate.
- Minimum 5 years' experience in private aviation, with a strong track record as a senior charter advisor or commercial leader.
- An established book of business and demonstrable client relationships you can bring to the role.
- Proven track record in sales and account management, with the ability to close significant deals and grow accounts.
- Commercial acumen - comfortable owning a P&L, setting pricing, and reporting performance to senior stakeholders.
- Demonstrated experience sourcing aircraft and negotiating with operators across the global charter market.
- Entrepreneurial mindset - comfortable building a vertical from the ground up, taking ownership, and operating with autonomy.
- Strong leadership potential and the ability to grow into managing a team as the business scales.
- Strong sales and negotiation skills with a proven track record in closing deals.
- Excellent organisational skills and meticulous attention to detail.
- Strong interpersonal skills and the ability to build long-term relationships with clients and suppliers.
- Ability to work under pressure and handle time-sensitive, operationally complex situations.
- Working knowledge of global air charter markets and operational procedures.
- Willingness to travel internationally and work flexible hours to support on-demand operations.

Why Volanteus

Volanteus is an established private aviation group with operations across the UK, US, and UAE. As we launch our US on-demand charter vertical, the successful VP will have the autonomy of a founder with the backing of an international platform - full P&L ownership, the ability to shape strategy from day one, and a unique chance to build a new business with global reach.

How to Apply

To apply, please submit your CV to recruitment@volanteus.com and a short cover note outlining your relevant experience, book of business (in general terms), commercial track record, and what excites you about building a new vertical with Volanteus.



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