



Our employees are our most valuable asset and we are looking for people who share our passion.

Our company stands for safety, experience and efficiency in the business aviation industry.

Due to the constant growth of our aircraft fleet, we are currently looking for qualified candidates to join our team in the following position:

Key Account Manager (f/m/d)

in full time employment, office location 1040 Vienna

Job duties:

- 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 IJM, 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

We offer:

An extraordinary and challenging full-time position with flexible working times within an international young team and a yearly gross € 35.000, - overpayment possible, depending on qualification and experience.

Candidates who meet our requirements are invited to apply through jobs@ijm.at.