



## **Job Title: Private Aviation Market Research & Business Development Executive**

**Location:** Kuala Lumpur / Mont Kiara area

### **About the Role:**

We are seeking a highly motivated and analytical individual to join our team as a **Private Aviation Market Research & Business Development Executive**. This role is central to the strategic growth of our company, supporting our global sales and advisory efforts across business aircraft markets.

The ideal candidate will bring an understanding of private aviation, experience in sales and/or marketing, and a proactive mindset to uncover commercial opportunities. You will be responsible for producing timely, data-driven market insights and identifying qualified leads to support aircraft sales, acquisitions, and valuation activities.

### **Key Responsibilities:**

#### **Market Research & Intelligence:**

- Conduct ongoing research into global business aircraft transactions, pricing trends, supply/demand shifts, and fleet movement.
- Maintain and update internal databases with aircraft sales data, valuation benchmarks, and operator activity.
- Monitor and analyze competitive positioning, industry news, OEM announcements, and regulatory developments.

#### **Valuation Support:**

- Assist with preparing aircraft valuations and comparative market analyses using internal tools and external data.
- Support commercial and sales teams in preparing client-ready reports and presentations.

#### **Business Development:**

- Identify and qualify new sales opportunities through market research, CRM tools, and targeted outreach campaigns.
- Support global lead generation initiatives, including email campaigns, digital marketing, and networking via industry platforms.
- Build and maintain prospect lists segmented by aircraft type, region, or target client profile.
- Collaborate closely with sales executives to develop tailored market approaches and client strategies.

## **Collaboration & Communication:**

- Coordinate with internal teams (sales, marketing, research) to ensure insights are actionable and aligned with commercial priorities.
- Assist in preparing marketing content with local supplied (including shipping overseas), client presentations, and proposals as required.

## **Office Administration:**

- Manage day-to-day office administrative tasks to ensure smooth operations
- Handle office-related payments, invoices, and basic expense tracking
- Liaise with local suppliers, service providers, and vendors
- Coordinate office supplies, maintenance, and general services

## **Requirements:**

### **Experience & Skills:**

- Minimum 3 years' experience in a sales, marketing, or market research role — ideally within the business aviation or broader aerospace industry.
- Strong analytical and numerical skills with proven ability to interpret market data.
- Proficiency with CRM systems (e.g. HubSpot, Salesforce) and digital tools such as Excel, PowerPoint, and online market platforms.
- Excellent communication and presentation skills, both written and verbal.
- Comfortable working in a fast-paced, globally oriented environment with minimal supervision.

### **Languages:**

- Fluency in English (written and spoken) is mandatory.
- Fluency in Bahasa and/or Mandarin (written and spoken) is mandatory.
- Fluency in at least one additional Asian or European language is required.
- French is a plus.

### **Preferred Qualifications:**

- Bachelor's degree in Business, Marketing, Aviation Management, Economics, or a related field.
- Experience and understanding of private aviation industry or of high luxury.

## **Why Join Us?**

- Work in a dynamic, international environment with a team passionate about aviation.
- Gain exposure to global clients and high-value transactions.
- Opportunity to grow into a more senior commercial or client-facing role based on performance.
- Flexible working arrangements and strong emphasis on work-life balance.

## **CONTACT:**

Please send your resume as well as a self generated cover letter (AI generated letters will be disqualified) to [info@jet8.com](mailto:info@jet8.com)