



**AFS Aviation Fuel Services GmbH**, an associated company of Swissport Deutschland GmbH and Deutsche Lufthansa AG, is a service company focusing on the refueling of aircraft at ten German, two Austrian and one Norwegian commercial airport. The service also includes the transport and storage of aviation fuels, the operation of fuelling facilities and the management of joint ventures in the petroleum industry.

For our headquarters in Hamburg we are looking for you as

**Sales and Business Development Manager  
(f/m/d)**

**The range of tasks includes:**

- Conducting market analyses and creating business plans and growth strategies in the aviation industry and including new developments in the fuel sector (e.g. SAF-Sustainable Aviation Fuel, Hydrogen, etc.)
- Communication with national and international customers and suppliers in the aviation industry
- Independent preparation of evaluations, analysis of offers and prices, especially taking into account the contribution margin calculation
- Independent development of acquisition strategies to win new customers
- Examination of ideas and concepts for the further development of our services in the European market as part of the corporate strategy
- Support of the Head of Commercials and the Managing Director in the coordination, monitoring and execution of processes across all sales phases (presentations, offers, orders, contract management, etc.)
- Responsibility for communication between the management and the station managers in all sales matters
- Project management in sales and business development

**The professional profile requires:**

- Successfully completed university degree in economics or industrial engineering or comparable courses
- Professional or internship experience in sales and/or project management in the sales area
- Business fluent German and English
- Very good communication and diplomatic skills
- Good analytical and conceptual skills
- Independent, goal-oriented and structured way of working

- Confident use of common MS Office tools
- Willingness to travel internationally

**What we offer you:**

- Employment on a permanent basis
- Flat hierarchies and short decision-making processes in a family working environment
- Exciting and varied tasks
- Training and development opportunities
- Employee-Benefits: e.g. 30 days of vacation, subsidy for health oriented sport courses, company financed accident insurance, Corporate Benefits, JobRad (bike leasing opportunity), free parking spaces in the in-house underground car park and free coffee/tea/water
- Flexible and family-friendly working hours, with the option to work from home
- An open corporate culture

**If you are interested, please apply, indicating your availability and salary requirements, by email at: [Recruiting@afs.aero](mailto:Recruiting@afs.aero).**