



Marta Szafrńska

Business development Manager

Warsaw, Poland

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Languages

Polish

English

About

PERSONAL PROFILE High-flying Business Development Manager with a fascination for psychology, aviation and escaping matrix (IYKYK). Possessing Flight Dispatcher and Private Pilot Licenses, I soar above limitations and tackle new challenges with exhilaration. A firm believer in the aviation principle of "safety first," I prioritize the well-being of all those entrusted to me. Thrilled by the success of my team, I'm constantly seeking new opportunities to climb higher in my professional development. In my spare time, I'm balancing between mindfulness & yoga classes and 4x4 off-road trips with my Nissan Pathfinder.

BRANDS WORKED WITH

- AeroControl - Global Trip Support
- AeroControl Group
- Call&Fly
- Enter Air
- Hypedome
- Olsztyn-Mazury Airport

Experience



● BUSINESS DEVELOPMENT MANAGER

Hypedome | Mar 2022 - Jun 2023

Establishing and maintaining partnerships Negotiating contracts and agreements Generating new business Increasing customer purchases Analyzing data and identifying opportunities Leading projects and providing exceptional service
SALES EXECUTIVE



● Call&Fly | Apr 2021 - Feb 2022

Setting and achieving sales goals by implementing effective strategies and conducting research on sales opportunities and customer buying trends Managing the entire sales cycle across customer accounts to achieve revenue growth, profit, and customer satisfaction Collaborating with internal teams and suppliers to evaluate costs and set structures to achieve profit targets Regularly holding meetings with the director to overcome sales obstacles, generating advertising materials, and working with sales teams to meet or exceed sales quotas Building relationships with customers and the community to promote long-term business growth while performing effectively in a self-directed work environment.



● GROUND OPERATIONS MANAGER

Olsztyn-Mazury Airport | Aug 2019 - Apr 2021

managing the ground crew and airports operations (including private-flight) ensuring compliance with safety regulations coordinating with other airport departments

● FLIGHT DISPATCHER

Enter Air | Sep 2018 - Jun 2019

Flight planning Aircraft weight and balance Monitoring flights Making operational decisions Maintaining communication Record-keeping



● GROUND HANDLING AGENT

Olsztyn-Mazury Airport | Apr 2017 - Jul 2018

● BUSINESS DEVELOPMENT MANAGER

AeroControl Group |

Air Charter Sales & Business Development Strategic Partnership Management Client Relationship Cultivation Bespoke Solutions Tailoring Market Analysis & Trends Evaluation Negotiation & Contract Management



- **Private Jet Charter Sales Executive**

AeroControl - Global Trip Support | Jun 2023 - Now

Air Charter Sales & Business Development
Strategic Partnership Management
Client Relationship Cultivation
Bespoke Solutions Tailoring
Market Analysis & Trends Evaluation
Negotiation & Contract Management

Education & Training

2021 - 2023

- **Vistula University**

Master of Management,

2018 - 2021

- **The War Studies University**

BACHELOR IN AVIATION,