

Turning 500 Daily Charter Requests into Profitable Growth

In business aviation, the fastest *accurate* quote wins. Here's how HansJet used MySky Quote to turn volume into profit — without adding headcount.

4%CONVERSION RATE VS
~1% INDUSTRY AVG**+20%**REVENUE PER FLIGHT
HOUR**Zero**HEADCOUNT INCREASE
NEEDED

THE CHALLENGE

Handling volume without losing margin.

HansJet's commercial team was facing a familiar challenge in business aviation: too many quote requests, too little time.

With up to 500 charter requests per day, the team needed speed — but speed alone wasn't enough.

- Most requests would never convert
- Manual quoting consumed valuable sales time
- Pricing inaccuracies quietly eroded margins

"Operators are drowning in quote requests — and most of them will never convert. Deploying human capital to manually respond to hundreds of daily requests with a 1% conversion rate is simply not a smart use of your best people."

— CHRISTOPHER MARICH, CO-FOUNDER, MYSKY

THE SOLUTION

Automated quoting, powered by real data.

By implementing MySky Quote, HansJet transformed how they handle incoming demand — combining automation with aircraft-specific cost intelligence.

Instant Auto-Quoting

High request volumes managed the moment they arrive.

Aircraft-Specific Cost Data

Every quote reflects real operating costs, not rough estimates.

Pre-Flight Profitability

Full P&L visibility on every trip before wheels leave the ground.

"Auto-quoting helps us manage the volume, but more importantly, it frees up time for our team to actually start selling — not just responding."

— MATHIAS THURNWALDER, COMMERCIAL DIRECTOR & PILOT, HANSJET

"We understand our pricing and P&L much better before we fly. That leads to stronger margins and more stable pricing for our customers."

— MATHIAS THURNWALDER, COMMERCIAL DIRECTOR & PILOT, HANSJET

THE RESULT

More conversions. Higher margins. No added headcount.

Six months after implementation, the impact was clear: more quotes converting, stronger margins per flight, and significant time saved on manual work — all without adding headcount. The gains came not from more people, but from smarter pricing decisions made faster.

WHY DATA MATTERS

In business aviation, small errors have big impact.

Take HansJet's Pilatus PC-12 operations: landing fees alone can range from **€80 to €4,000** depending on the airport. Without accurate data, margins become unpredictable.

WITHOUT MYSKY	WITH MYSKY
<ul style="list-style-type: none"> ✗ Quotes become estimates ✗ Margins are unpredictable ✗ Profitability at risk 	<ul style="list-style-type: none"> ✓ Every quote uses real data ✓ Pre-flight P&L clarity ✓ Stable, margin-safe pricing

WHY IT MATTERS
A single mispriced quote doesn't just hurt the margin on that flight — it quietly erodes the business.



ABOUT HANSJET
Redefining Private Aviation in Europe
Hans Jet redefines private aviation in Europe through a modern fleet of Pilatus PC-12 aircraft, combining flexibility, efficiency, and personalised service. Based in Malta, Hans Jet provides bespoke charter, membership, and aircraft management solutions — connecting passengers closer to their final destination across a broad range of European airports.

FROM REACTIVE TO STRATEGIC SALES

A foundation for scalable growth.

With quoting automated, HansJet's team shifted focus to what actually drives revenue — not just managing inbound volume.

- ✉ Proactive follow-ups & outbound sales
- 👥 Relationship building & client retention
- 📁 Closing deals with a revenue-driven strategy

LOOKING AHEAD
From reactive to revenue-driven.
As HansJet refines its auto-quote settings, further efficiency gains are expected — the team's focus continues to shift from reactive quoting to a deliberate, revenue-driven sales strategy.

- Continued conversion gains
- Margin protection at scale
- Strategic, revenue-driven selling

ABOUT MYSKY
The Leading AI-Powered Platform for Business Aviation
MySky empowers operators, owners, and advisors with unmatched financial visibility and control — from budget optimisation and smart procurement to tax compliance and quoting. Built on real data. Backed by aviation expertise. Designed for results.