



Sabrina Valiyeva

Business Development & Partnerships / Aviation and Travel

I trained as a pilot, then spent two years on the commercial side of aviation, leasing out aircraft, running an airline's hotel network, and selling software to carriers. Siam Seaplane is the first place I have found where all of that is one job. The aircraft will arrive at the water long after the relationships do, and building those relationships early, resort by resort, marina by marina, is the part of commercial work I love: the first email, the first meeting, then staying useful long after the contract is signed. When a resort asks how much water they need in front of their beach, how far offshore the site sits, or what happens to their swimmers, I can answer them myself.

Experience

Business Development & Implementation [Belli AI](#)

Aug '25 to Jun '26

Early-stage software company selling to airlines.

- Owned a 300-account partner pipeline across APAC, EMEA, LatAm and the US, from research through to first meeting.
- Booked 50 demos with airline decision makers in five months through cold email, WhatsApp and calling.
- Ran first meetings and discovery myself, then handed developed accounts to the founder.
- Ran the customer implementation with Raya Airways on site in Malaysia; the rest of the role was run remotely from Southeast Asia.
- Represented the company at industry conferences and trade shows, and owned the follow-up.
- Wrote the outreach playbooks, pitch decks and partner one-pagers the team worked from, and trained new associates.

Charter Sales Coordinator [MyWay Airlines](#)

Aug 2024 to Aug '25

Scheduled and charter airline.

- Opened a new commercial relationship with LOT Polish Airlines from cold; the first meeting led to a \$22M contract pipeline.
- Owned the airline's hotel partner network - across Europe, UAE and India housing around 100 crew on rotation. Sourced them, negotiated rates and terms, and held each relationship.
- Sat between the airline and its hotels day to day, resolving rooming and service issues so crew rotations ran without disruption.
- Built commercial proposals end to end; ran outreach to airline procurement, tour operators, airports and ground handlers.

Education

Georgian Aviation University

2020 to 2024, B.A. Aircraft Flight Operation

Graduated with an average of 90/100.

Commercial Pilot Licence (CPL) with 150 total hours, 70 PIC.

Alongside the degree, worked freelance from 2021 to 2024 teaching aviation subjects and Turkish to international students.

Languages

English (Fluent/Technical) • Azerbaijani (Native) • Turkish (Advanced) • Russian (Intermediate) •