

JOB IDENTIFICATION

Job Title: Business Development Manager

Department: Commercial

Title of Immediate Supervisor / Manager: CCO

No. of Direct Reports: 01

JOB PURPOSE

Develop, maintain, and grow revenues of the airport by identifying and acquiring new business opportunities with the commercial team of the airport through creating excellent relationships with all stakeholder in the industry and detail analysis of the possible opportunities in aeronautical and non- aeronautical business.

RESPONSIBILITIES AND DUTIES

- Identify, analyse, attract, and develop current and new business opportunities and revenues in fields:
 - Scheduled route development: develop new routes to RKT airport, create strategies to increase frequencies and load factor of existing routes, analyse and develop markets
 - Charter and tourism flights development: develop new charter flights to RKT along with tourism stakeholders
 - Cargo development: take part on cargo development through analysis and searching new opportunities
 - Non-Aero business and revenues development: acquire new non-aero partners to RKT airport and develop new revenue streams for the airport (car park, car hire, etc.)
- Manage and develop existing commercial relationships with all partners and stakeholders of the airport
- Built strong relations with new and existing airlines, tour operators, tourism boards, retail and other stakeholders
- Build incentive models for airlines and partners (agencies), manage profit & loss analysis
- Develop analysis and business cases for existing and new business
- Create and maintain statistics of the airport, tourism and other key indicators
- Negotiate with airlines and other partners charges and prices and support and secure smooth and profitable operation of all business partners and airlines at RKT airport
- Attending seminars and conferences to promote the airport.
- Complete and maintain contractual agreements with various airlines
- Other tasks as assigned by superior (CCO)

JOB RELATED COMPETENCIES & SPECIFICATIONS SECTION

Knowledge, Skills and Competencies:

- Have experience of working within a challenging commercial environment and will be able to demonstrate a high level of accuracy and attention to detail in their work
- Have a proven track record in airline industry/ airport business, or any B2B business
- Good analytical, negotiation and organizational skills
- Outstanding communication and presentation skills, ability to build and maintain effective relationships
- Language proficiency

Educational Profile and Experience:

Degree / Masters in Travel and Tourism / Communication / Business / Marketing. Previous experience as BDM in aviation / airport industry.

Work Environment:

Willing to travel.