



JOB TITLE: BUSINESS DEVELOPMENT MANAGER (1 Position(s))

Role Purpose Statement :

The office will be required to constantly ensure there is positive improvement in the Revenue generation, cost reduction and process improvement while maintaining good relations with industry stakeholders.

Responsibility:

- Establish arrears for improvement in liaison with other department that can translate to revenue generation, cost saving and/or process improvement
- Ensure company strategy implementation tracking with the HOD's
- Initiate studies to indicate business potential available in the market through different market research
- Ensure Cost management from the thorough analyses and reports
- Ensure all HOD Meetings are well recorded and tracked for implementation
- Ensure the office of the HOD is Managed especially on the documentations that are coming and going out
- Government and industry Affairs
- Clearly understand the regulatory issues in aviation industry affecting the airline
- Engage various Government agencies to facilitate the airline's access to various markets either for new operations or expansion in existing markets
- Maintain contacts and strong working relationships with various governments to effectively lobby for favorable negotiations of desired Bilateral Air Services agreements

- Understand and work closely with the Ministry of Transport, The Civil Aviation Authority and all other government stakeholders involved in air transport matters
- Maintain good relations with stakeholders such as AFRAA, IATA and ICAO to safeguard the airline's interest and position within the industry
- Safeguarding the airline's key assets like traffic rights, designation, routing rights
- Secure the operating permit, Licenses, and codeshare approvals for new and existing destinations
- Advocate for a balanced market access environment
- Maintain data base of relevant regulatory issues in aviation industry
- Advice the company on the existing opportunities while looming out for potential threats
- Maintain close relationships with Embassies and consulates especially in the key markets where the airline's operations are active.
- Ensure safe and secure working environment in compliance with relevant legislative/industry requirements.
- Ensure compliance with Company Records Management standards and procedures within your functional area/ division/ department
- Creating, receiving and keeping relevant records in accordance with established procedures and Company Filing System
- Monitor and ensure all staff in your functional area are aware, understand and adhere to the Records Management Standards
- Provide Leadership, support and appropriate training to the personnel assigned Records Management responsibilities

Skill :

- Sound Business acumen and analytical thinking.
- Strong report writing and presentation skills.
- Excellent Customer Service mindset.
- Excellent communication and proven ability to build business relationships.
- Trustworthy and Unquestionable Integrity.
- Self-driven, highly motivated, decisive, disciplined, and good team player.

Qualification Required:

- A University graduate preferably in Economics, Business Administration, Statistics, or Finance.
- At least 5 years of experience in Aviation Industry.

Experience :

5.0 Year(s)

Job Opening date : 19-Aug-2024

Job closing date : 30-Aug-2024

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