

## Principal Aviation Consultant – USA

### About Us

Airbiz is an international consultancy providing strategic and planning advice to airports, airlines, design/construct firms, governments, and airport investors. We have offices in Australia, Canada, United Kingdom/Europe and New Zealand. Our team consists of airport and terminal planners, business analysts, aviation marketing specialists, project facilitators, modelling and simulation experts and creative strategists. We are renowned for our lateral thinking, which results in innovative and cost-effective outcomes. We have completed more than 2,500 projects in over fifty countries world-wide. Airbiz is an equal opportunity employer which welcomes diverse, and inclusive workplaces.

Learn more about us at [www.airbiz.aero](http://www.airbiz.aero)

### The Opportunity

As Principal Aviation Consultant, you will act as a leader in all aspects to our team members. Promoting quality planning efforts of all capabilities within the company and acutely involved in marketing and business development activities. You should be passionate about all stages, from concept inception through to technical planning of an airport facility. You will be experienced in handling the technical planning process, with excellent presentation and relationship building skills, and the ability to understand and interpret client needs and requirements. You will have a good understanding of the end to end planning requirements, commencing in the marketing phase through planning, construction and operational readiness, and experience working on a variety of projects. A self-motivated team player with a positive, communicative and collaborative approach, you will work in partnership with colleagues across Airbiz's practice areas not only in your location but across the firm, as well as with clients, vendors, consultants and stakeholders at all levels. You will have the knowledge and ability to provide guidance to less experienced members of the team, advising and supporting where necessary.

## The Ideal Candidate:

- Responsible for the regional leadership. Responsible implementing workplace standards and for the overall administration and organization of project work which is in concert with Airbiz planning approach.
- Significant talent in airport or aviation planning and project leadership for large-scale airport development projects. Advanced knowledge of airport planning, design, trends, construction methodology to guide and advise the planning teams on overall project direction to ensure consistent and high-quality throughout the work.
- Demonstrated ability to manage and mentor design staff.
- Ability to manage the regional group with a collaborative leadership style which puts value on relationships, both internal and external.
- Ability to think strategically, implement change and resolves conflict.
- Thorough understanding of project work plans, schedules, staffing, and budgets. Demonstrated ability to execute projects profitably.
- Responsible for planning excellence; initiates planning concepts and idea discussions and provides guidance to team during project execution.
- Responsible for support and successful execution of Airbiz goals and business plan for the region.
- Conducts research and seeks thorough understanding of client needs for project requirements and innovative solution opportunities.
- Communicates business or planning intent in a clear and compelling way; demonstrates the incorporation of client's requirements and goals within proposed solution.
- Assists in preparing fee and workload projections for assigned projects.
- Understands and enforces conditions of client contract. Mindful of additional service opportunities and fee service augmentation.
- Incorporates integrated sustainable planning into projects.
- Fosters a commitment to external and internal client service.
- Proven ability to present, effectively sell and negotiate the firm-wide services of Airbiz.
- Well connected with airports and the aviation industry to ensure access to newest and most innovative products and services available. Maintains leading edge prominence within industry. Keeps abreast of new products, trends, technology, and business sector growth.

## Location & Compensation

This position has some flexibility as to where it is based. Potential locations include Phoenix, New York City or Chicago. Periodic to frequent business travel will be required. We compensate competitively, commensurate with experience and qualifications and provide a benefits package, annual salary bonus, and flexible work arrangements.

## Mentorship and Professional Development

As a small firm, we offer a unique opportunity to work directly with a team of like minded professionals around the globe, including directors and other senior member of the group. A Principal Aviation Consultant will:

- Act as mentor by coaching and motivating design teams and individuals; fostering an environment of mutual respect and trust among members of the group as it grows and develops.
- Prepares and delivers staff evaluations; responsible for performance development, compensation decision-making and workload allocation processes of department.
- Supports diversity, EDI programs and develop continuing education opportunities (e.g. site visits, lectures, road trips) to expose staff to influences which will stimulate creativity and innovation.
- Participates in interviews and recruiting of professional staff.
- Encourages staff exploration and innovation to achieve project excellence and continual improvement.
- Fosters and maintains a collaborative professional working relationship with management and project team members.
- Participates in appropriate professional and client-oriented organizations, maintain active memberships and attend conferences and activities.
- Participates with other Airbiz leadership in firm-wide activities.
- Takes personal responsibility for fostering a green workplace through sustainable work practices.

## Your Application

Your application, CV and portfolio should be forwarded to [jobs@airbiz.aero](mailto:jobs@airbiz.aero) with the words "Principal Airport Consultant (USA)" in the subject line. Your application should address how you meet the essential requirements and any of the desirable requirements of the position.

**Only applications from individuals with the right to work permanently in the United States will be considered for this position.**