

Aviation Business Lead

About Us

Airbiz is an international consultancy which provides strategic and planning advice to airports, airlines, design/construct firms, governments, and airport investors. We have offices in Australia, Canada, the USA, the United Kingdom 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 strives for a workplace that reflects the diversity of the communities we serve. We support employment equity and take measures to ensure fair employment practices and treatment of employees across our organization. We welcome applications from all qualified candidates as an equal opportunity employer which welcomes diverse and inclusive workplaces.

Learn more about us at www.airbiz.aero

The Opportunity

We have a permanent, full-time opportunity for an Aviation Business Lead. The successful candidate will use their experience in the commercial dynamics of airport asset and infrastructure investment; airline and passenger relationships, operations and financials; and aeronautical and non-aeronautical operations and financials; at airports, demonstrating a strong appreciation for the interdependence of each aspect.

Essential Requirements

The ideal candidate:

- Is self-motivated, requiring minimal supervision, accountable and willing to take on responsibilities within a team environment across multiple time zones.
- Can demonstrate commitment and ability to provide quality work and meet agreed deadlines.
- Has excellent communication skills including oral, written (including technical writing and report writing) and presentation skills.
- Has demonstrated relationship management and trust building skills.
- Has exemplary time management, organizational skills to prioritize work and coordinate tight deadlines.

Key responsibilities include:

- Managing and mentoring staff, both in the Aviation Business team and in other teams,
- Developing and implementing Aviation Business team marketing and business development plans and activities,
- Assisting with marketing and business development for the broader Airbiz business,
- Assisting in preparing winning proposals for new work,
- Managing project delivery to clients on projects globally, effectively and profitably, providing overall project direction to ensure consistent and high-quality outcomes,
- Working primarily in Aviation Business specialist areas including market research, data analysis, forecasting, air service development, business case analysis, airline pricing analysis, and transaction advisory services,
- Ensuring integrated sustainable planning practices are incorporated into projects,
- Fostering a commitment to highest quality external and internal client service,
- Maintaining prominence within the industry,
- Keeping abreast of new products, trends, technology and business sector growth.

Beneficial Requirements

The ideal candidate could also have:

- Previous consulting experience working on aviation/airport projects.
- Has a strong industry network including key contacts at airlines, airports and the broader aviation industry.
- Experience working in a project-based environment with teams and/or stakeholders.

Location & Compensation

- This position can be based in any of our offices in Australia, New Zealand, Canada, the UK or the United States.
- Periodic business travel may 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

- We are committed to helping you grow as part of a team and will work with you to develop a professional development and mentorship plan. As a small firm, we offer a unique opportunity to work directly with senior staff, including principals, for meaningful career development and learning outcomes.

Your application

Your application, CV and/or portfolio should be forwarded to jobs@airbiz.aero with the words "Aviation Business Lead" 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 country they are applying for will be considered.