

ISLAND AVIATION SERVICES LIMITED



maldivian
Bridging the gap

Ref No: IAS/MIS/2021/1486

Date: 03rd October 2021

JOB OPPORTUNITY

Island Aviation Services Limited is wholly owned by the Government of Maldives and is the operator of the national airline of Maldives – Maldivian. IASL provides International and Domestic Airline related services and Airport Management Services.

Position Name	Chief Commercial Officer (CCO)
Job Reference no.	J/2021/55
Reports to	Managing Director
Work location/ Department	Corporate Head Office /Commercial Division
Job Description / Role	The Chief Commercial Officer is responsible for commercial functions of the airline. CCO has the overall responsibility of every facet of the Commercial Department; the staff, the performance, and the overall results. The CCO is responsible for revenue production, sales quotas, and the profitability of all sales promotions and programs, thorough the management of traffic, yields and costs of sales. In addition, the CCO will track the changing airline industry landscape, in relation to market segmentation, customer profiles and competitor activity.
Key Responsibilities	<ul style="list-style-type: none"> ▪ Constant review of growth projections and market demands and include such changes in the company business plan ▪ Provides input as a Chief Level Executive on matters related to any company matters which impact revenue or cost. ▪ Proposes business solutions to achieve profitability. ▪ Determines the objectives of the Commercial departments. ▪ Provides strategic and tactical direction to the Commercial departments (sales, marketing, advertising, distribution and revenue management) ▪ Establishes selling priorities and oversees the sales performance of the company ▪ Responsible for the budget of the commercial area, including the costs of sales, distribution and other costs associated with revenue production ▪ Responsible for the branding and image of the company. ▪ Ability to hire and terminate any Commercial role within the airline ▪ Ensures that company meets all government requirements in the commercial area.
Requirements	<ul style="list-style-type: none"> ▪ Bachelor's degree from a recognized university with Master's Degree or equivalent qualification in Business Administration or related field, AND ▪ Minimum 5 years work experience in a senior management position in an organization with an annual turnover of MVR 1.5 Billion and over, OR

	<ul style="list-style-type: none"> ▪ Minimum 7 years work experience in a Sales and Marketing role with at least three years in a senior management position in an organization with an annual turnover of MVR 1.5 Billion and over
Skills	<ul style="list-style-type: none"> ▪ Professional, with a proven track record in relationship development and/or partner management ▪ Experience in commercial contract negotiations with partners ▪ Proficient in Word, Excel, PowerPoint and Outlook ▪ Demonstrated proficiency in verbal and written English ▪ Leadership and influencing skills - has stature, credibility and respect at all levels ▪ Strong interpersonal and people management skills ▪ Ability to think strategically and deliver solutions to complex, cross-functional issues ▪ Strong customer orientation, capable of generating respect among customers of all sizes, in all of the relevant markets and cultures ▪ Numerical literacy and strong analytical skills
Deadline	Sunday, 10 th October 2021 at 1400hrs
Interview and Selection	Only shortlisted candidates will be called for interview (Maldivians only)
How to apply	<p>Interested candidates may send completed Application Form (available to download from www.maldivian.aero) with Curriculum Vitae, copies of certified Educational Certificates and National Identity Card to careers@iasl.aero</p> <p>Educational certificates acquired from overseas institutions must be accredited by MQA.</p> <p>For further clarifications, you may contact us on 3331 292 or 3024 705 during official working hours.</p>