

POSITION DESCRIPTION

Air Niugini Ltd

AM7045 - General Manager, Commercial Services

Air Niugini Limited is the national airline of Papua New Guinea, based in Port Moresby. It operates a domestic network from Port Moresby and Lae, as well as international services in Asia, Oceania, and Australia. Its main base is Jacksons International Airport, Port Moresby.

Air Niugini Limited is inviting **exceptional candidates** to apply for this leadership role that will support its growth and diversification in the airline industry.

This position is based in Port Moresby.

GENERAL MANAGER – COMMERCIAL SERVICES

Reporting to the Chief Executive Officer, the General Manager – Commercial Services will be responsible for the Control of overall Commercial Division Functions, Sales, Marketing and Business Development

Key Responsibilities:

- Developing and implementing the ANL Commercial Strategy
- The commercial performance of all passenger sales based aspects of company operations, including working with the GM-Cargo and the GM-Network and Revenue (who manages the “back of office” support and systems that assist the sales teams in succeeding)
- Managing all domestic sales offices, the offshore relationships with all GSA’s and Travel Agent, code-share and SPA relationships with peer airlines
- Managing the marketing for Air Niugini, including with industry partners such as tourism and the resource industry (including securing resource closed charter contracts)
- Providing strategic leadership and coordination in the administrative, business planning, and budgeting for the Commercial section
- The refinement and periodic review of the commercial strategy, including delivering on metrics tied to that strategy
- Staff management and continuous development of teams, processes and systems.

Expected Competencies:

- Tertiary and post graduate education qualifications
- Prior significant experience (probably 10 years plus) in a senior commercial role in an international airline (or significantly sized domestic airline)
- Experience in strategic planning and execution of commercial outcomes
- Knowledge of airline GDS systems
- Financial and accounting reporting systems, including preferably reservation systems
- Ability to prepare reports, and projections suitable for Board consumption
- High level of proficiency in Microsoft Office, including Excel, Word, PowerPoint, and email programs
- Excellent communication skills verbally, in writing, and electronically, including working with people from different backgrounds and cultures
- Have strong leadership and organizational skills
- Ideally have demonstrated experience in evaluating and applying emerging technologies to transform the airline and deliver sustainable competitive advantage
- Ideally have skills directly or indirectly in working with data analytics to deliver improved financial outcomes and customer satisfaction.

Air Niugini is an equal opportunity employer with excellent remuneration and benefits available, commensurate with qualifications and experience.

APPLY NOW

Please visit our website: <https://vanguard.com.pg/vacancies/>

Complete the application form and follow the website instructions to forward to us including a detailed CV and three current referees. A full Position Description (PD) can be requested from our office.

Alternatively, please call us on (+675) 7500 7500 or email recruitment@vanguard.com.pg

Applications close COB Friday 26th May 2023

Only shortlisted applicants will be contacted

To apply for this position:

- Download and complete the Application Form from <http://www.vanguard.com.pg>.
- Email the application to recruitment@vanguard.com.pg together with a copy of your CV in MS Word format.

Note: Do not include copies of any other documents. You will be asked to provide the originals of certificates etc if you are selected for Interview