

Ref no: IAS/MIS/2022/692

Date: 28th March 2022

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	Commercial Consultant
Job Reference no.	J/2022/65
Reports to	Managing Director
Work location/ Department	Corporate Head Office / Commercial Department
Contract Period	01 Year
Job Description	<ul style="list-style-type: none"> The Commercial Consultant is responsible to conduct reviews and analysis of functional processes, anticipate future business needs and opportunities, uncover areas for improvement, and develop and implement effective, strategic and operational solutions via reformed optimization strategies. The Commercial consultant is responsible for aligning the human resource requirements, processes and structure to the overall strategy, and establishing and streamlining supporting systems.
Key Responsibilities	<ul style="list-style-type: none"> Lead reviews and analysis of functional processes of the division to determine Commercial objectives in order to align with the corporate strategy of the organization. In alignment with the corporate strategy of the organization, perform requirement analysis; and develop alternative practices to ensure maximum and efficient utilization of resources. Establish and maintain facilitative relationships with all contributing stakeholders pertaining to senior executives, management team, staff and external stakeholders, throughout the consultation period. Effectively and tactfully communicate insights and plans to all relevant stakeholders. Develop detailed strategic and tactical plans to reengineer the business processes and drive improved changes within the division to increase revenue generation. Ensure that the solutions continue to meet business needs and requirements. Provide tactical guidance when issues, challenges or problematic

	<p>situations arise.</p> <ul style="list-style-type: none"> ▪ Implement measures related to cost reduction and devise strategies for continuous efficiency. ▪ Continuously tackle and assess the effectiveness of projects. ▪ Provide strategic and tactical direction to the Commercial departments (sales, marketing, advertising, distribution and revenue management).
Requirements	<ul style="list-style-type: none"> ▪ Master's Degree from a recognized university or equivalent qualification in the field of airline management or related field, with minimum 5 years' work experience in a senior management position in an international airline. <p>OR</p> <ul style="list-style-type: none"> ▪ Bachelor's degree from a recognized university or equivalent qualification in the field of airline management, or related field with minimum 10 years' work experience in a senior management position in an international airline. <p>AND</p> <ul style="list-style-type: none"> ▪ Must have experience in the field of aviation and airlines ▪ Must have experience in airline network and revenue management and data sources and modelling tools ▪ Must be familiar with airline route profitability systems, airline inventory management and/or pricing background, and/or understanding of airline fleet assignment models <p>Below will be an added advantage</p> <ul style="list-style-type: none"> ▪ Certification as management consultant ▪ Prior experience as a business or management consultant with high recommendations
Deadline	1400hrs, 11 th April 2022
Interview and Selection	Only shortlisted candidates will be called for interview
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>For further clarifications, you may contact us on 3331 268 or 3024 705 during official working hours.</p>