



Join Our Team

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MALDIVES AIRPORTS Co.

Post: General Manager, Hospitality & Lounge Operations

Department: Airport Operations Division/ Passenger Services Department

No. Of Vacancies: 1

Duty Type: Regular Duty

Deadline: 15:00hrs, 3 August 2022

Ref No: 116-K2/IL/2022/213

Job Description

Maldives Airports Company Limited is seeking to recruit a talented and qualified individual to the position of General Manager, Hospitality & Lounge Operations at our Passenger Services Department. The successful candidate will be accountable for providing strategic direction, driving commercial performance and enhancing the passenger experience across the MACL Hospitality business.

Key Responsibilities

- Provide strategic direction for MACL Hospitality department, ensuring that all opportunities to increase commercial income and improve the overall customer experience are identified and delivered.
- Lead and define the optimum pricing structure across MACL Hospitality business ensuring the full economic potential and financial value of the airport's hospitality products are realized.
- Develop the appropriate sales channels to maximize the revenue opportunity for the MACL Hospitality.

- Own the key account strategies and relationships with all hospitality customers (i.e. resorts, airlines, corporate customers, online booking agents, travel agencies) with the core objective of achieving increased participation and sales across the MACL Hospitality products.
- Provide clear leadership in respect of the brand development and marketing strategy for the MACL Hospitality business.
- Develop and implement commercial policies in relation to MACL Hospitality business to ensure sharing of best practice and alignment with the overall MACL strategies.

Qualification & Experience

- Bachelor's Degree in Business Administration, Marketing, Hotel and Restaurant Management, or in a related field.
- Minimum 10 years' of experience in sales and marketing or related professional area, preferably from the hospitality industry.
- Experience in a senior leadership role in the hospitality business and a proven track record of delivering revenue growth.

Benefits

- Competitive Salary
- Free motorcycle parking
- Study loan scheme for children
- Health Insurance
- Staff Gym Facilities
- Staff Development Scheme
- Free Transportation
- Staff Loan Scheme

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