

GENERAL MANAGER

(based in the Middle East)

Your mandate is to lead and develop our Middle East Aircraft Management and Charter Operations to achieve our local business objectives. This includes all aspects of commercial, operational and strategic leadership. You will have the support of a multi-national team and the network of the IJM group and MENA Aerospace to further develop and expand the business in the Middle East.

You will be responsible for the following:

- Creating and delivering the growth strategy for the business with full P&L accountability
- Financial management including capital expenditures, forecasting, budgeting, audit performance, expense management and responsibility for monthly aircraft statements
- Continuously optimize and challenge cost as well as maximize revenue streams and identify & secure new business for the company
- Prepare quarterly financial and operational reports and present them to the Board of Directors
- Handling and Closing of Aircraft Management and Block Charter agreements
- Acting as main contact person for Aircraft Owners, Representatives and Key Customers
- Oversee multiple departments including administration, HR, finance, sales and Customer service, flight OPS and the technical department
- Negotiations of commercial agreements and secure legal compliance for all types of contracts & relationships
- Maintain and operate a customer responsive organization (with the goal to maximize Customer satisfaction) and oversee all aspects of the daily operations
- Assure that all departments operate in an efficient and economical manner within planned budget limitations
- Maintain and enhance high levels of internal communications and guidance to Postholders and other leadership colleagues as well as motivation to all staff
- Regularly meet with relevant stakeholders (Aviation Authority, Airport & other strategic partners) and maintain a solid relationship for the benefit of the company
- Handling of special projects (as assigned by the Board of Directors)
- Attend industry events & Customer meetings; prepare and present company and sales presentation

What we are looking for:

- Degree in aviation management, business administration or finance
- Strong leadership and managerial skills
- Good planning and organization skills
- Previous experience working for a business jet operator (in a management position)
- Profound knowledge of applicable laws and regulations
- Fluent in English (Arabic and/or German would be considered as a plus)
- Knowledge of the local market
- Team player who is enthusiastic, possess a high level of integrity and has the desire to make a significant contribution

We offer:

- An interesting and challenging job
- Familiarization process including enhanced company and process introduction
- A comprehensive package including company car, medical insurance, annual tickets and relocation assistance
- The support and opportunities of the IJM network

Interested? We invite you to apply for this position. All applications will be treated confidentially.

Please send your motivation letter and CV before the 22nd of January 2018 to the following e.mail address:

aircraft@mena.aero

Please note we are unable to handle telephone application status update request. If you don't hear from us until the 31st of January 2018 your application was not successful this time.