



<https://tzobserver.com/job/business-development-manager-at-precision-air/>

Precision Air Limited

Description

Precision Air Services PLC is currently seeking a qualified candidate to fill the position of Business Development Manager

The office will be required to constantly ensure there is positive improvement in the Revenue generation, cost reduction and process improvement while maintaining good relations with industry stakeholders.

Responsibilities

- Establish arrears for improvement in liaison with other department that can translate to evenue eration, cost serving and/or process improvement
- Ensure company strategy implementation tracking with the HOD's
- Initiate studies to indicate business potential available in the market through different market research
- Ensure Cost management from the thorough analyses and reports
- Ensure all HOD Meetings are well recorded and tracked for implementation
- Ensure the office of the HOD is Managed especially on the documentations that are coming and going out
- Government and industry Affairs
- Cleary understand the regulatory issues in aviation industry affecting the airline
- Engage various Government agencies to facilitate the airline's access to various markets either for new operations or expansion in existing markets
- Maintain contacts and strong working relationships with various governments to effectively lobby for favorable negotiations of desired Bilateral Air Services agreements
- Understand and work closely with the Ministry of Transport, The Civil Aviation Authority and all other government stakeholders involved in air transport matters
- Maintain good relations with stakeholders such as AFRAA, IATA and ICAO to safeguard the airline's interest and position within the industry
- Safeguarding the airline's key assets like traffic rights, designation, routing rights
- Secure the operating permit, Licenses, and codeshare approvals for new and existing destinations
- Advocate for a balanced market access environment
- Maintain data base of relevant regulatory issues in aviation industry
- Advice the company on the existing opportunities while looming out for potential threats
- Maintain close relationships with Embassies and consulates especially in the key markets where the airline's operations are active.
- Ensure safe and secure working environment in compliance with relevant legislative/industry requirements.
- Ensure compliance with Company Records Management standards and procedures within your functional area/ division/ department
- Creating, receiving and keeping relevant records in accordance with established procedures and

Hiring organization

Precision Air Services PLC

Employment Type

Full-time

Duration of employment

Permanent

Industry

Tzobserver.com

Job Location

Not Applicable, Not Applicable, Dar es Salaam., Dar es Salaam.

Date posted

August 19, 2024

Valid through

30.08.2024

- Company Filing System
- Monitor and ensure all staff in your functional area are aware, understand and adhere to the Records Management Standards
- Provide Leadership, support and appropriate training to the personnel assigned Records Management

Skill :

- Sound Business acumen and analytical thinking.
- Strong report writing and presentation skills.
- Excellent Customer Service mindset.
- Excellent communication and proven ability to build business relationships.
- Trustworthy and Unquestionable Integrity.
- Self-driven, highly motivated, decisive, disciplined, and good team player.

Qualifications

- A University graduate preferably in Economics, Business Administration, Statistics, or Finance.
- At least 5 years of experience in Aviation Industry.

Experience

5.0 Year(s)