

UATP/INTERNATIONAL AIR TRANSPORT ASSOCIATION JOB OPPORTUNITY ANNOUNCEMENT

DATE: 07 November 8, 2011

TITLE: Regional Commercial Manager – Oceania

REPORTS TO: Regional Director – North America and Oceania

DEPARTMENT: UATP Worldwide Sales

LOCATION: Sydney, Australia

POSITION SUMMARY

Responsible for increasing UATP revenue and charge account transaction levels with a specific focus on current and prospective Issuing airlines. Also responsible for increasing UATP program acceptance through the expansion of the airline merchant base and development of existing merchant distribution channels using sales, accounting and operational knowledge.

DUTIES & RESPONSIBILITIES:

Sales management of assigned geographic region to meet UATP objectives including, but not limited to the following:

- Identify and profile UATP Issuer prospects, prioritize by expected return and likelihood of success using program valuation models and sales proposals.
- Prepare and present business cases to senior management of airline Issuer prospects.
- Grow existing airline Issuer portfolios through the implementation of joint business plans
- Recruit new Merchants as needed by UATP Issuers and in support of UATP strategic objectives.
- Develop strategies to expand acceptance in existing and new markets.
- Conduct Issuer sales and operational training sessions; attend joint sales calls with potential and existing corporate Subscribers
- Facilitate interest and introductions between UATP Merchants and Alternative Forms of Payment (AFP) UATP partners; suggest new AFP prospects to existing airline Merchants.
- Develop and present implementation options to prospective airline partners
- Build and maintain relationships with key decision makers.
- Act as consultant to current Issuers and assist with the development of financial models.
- Sustain competitive intelligence on UATP opportunities and threats.
- Attend UATP Member and Industry conferences to meet UATP market objectives.
- Facilitate UATP product integration with various communication and accounting systems within an airline and/or associated billing and payment provider systems.
- Support Regional Operations Manager APAC when needed to address in the Pacific Rim region.
- Manage UATP initiatives and projects in the Oceania region
- Customer service for UATP current and prospective Members (Issuers and Merchants).

QUALIFICATIONS & SKILLS

- Bachelor's degree in business-related discipline or equivalent work experience required; MBA is highly desirable. Computer science degree or equivalent travel industry technical experience beneficial.
- English language fluency required; both written and verbal.
- Prior experience in airline corporate sales or airline-related card issuance, corporate travel management experience and/or online travel products required.
- Strong understanding of airline finance, sales, and distribution methods and ability to present complex analytical concepts to senior management.
- Willingness and ability to travel extensively - approximately 40%, with 20-30% international.
- Active contact base within industry, particularly with airline, agency and payment providers is desirable.
- Successful record of navigating complex projects through upper levels of management.
- Must possess demonstrated sales accomplishment versus assigned metrics.
- Self-starter, able to work in a very independent environment with minimal supervision.
- Strong planning, communication and organization skill set.
- Experience in consultative sales environment is preferred.
- Ability to train and motivate others to sell.
- Understanding of airline and agent relationship and ticketing process
- Familiarity with airline and corporate accounting systems, industry GDS systems, Clearing House processes, and industry data standards

- Airline and agency accounting knowledge (e.g. interline accounting)
- Travel industry systems integration experience
- Credit card or payment system provider experience or knowledge helpful

INSTRUCTIONS: Qualified applicants should proceed to the following link to apply online:

http://careers.peopleclick.com/careerscp/client_iata/external/jobDetails.do?functionName=getJobDetail&jobPostId=4983&localeCode=en-us