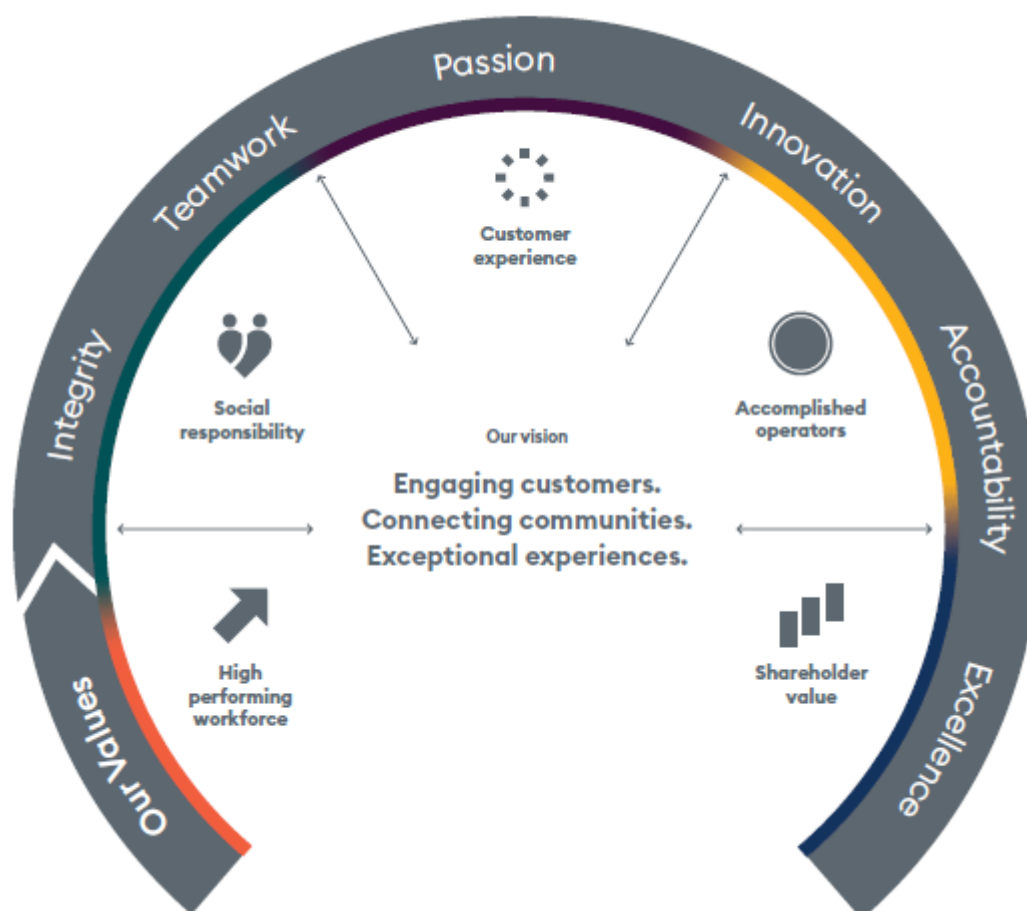


Queensland Airports Limited Role Description



Our Vision defines our purpose. Our five pillars guide our strategic direction. Within each pillar are strategies to deliver our goals and realise our vision. These strategies drive our existing business and underpin any acquisitions. Our Values influence the right behaviours when making decisions to achieve our Vision

Position Title:	General Manager Business Development
Location:	Gold Coast
Department:	BDM
Reports to:	Executive General Manager Business Development and Marketing
Reporting to this position:	Business Development Manager

Position Purpose

Reporting to the Executive General Manager Business Development and Marketing, the General Manager Business Development is responsible for the management and implementation of QAL's airline relationship strategies to increase the awareness and demand for flights to and from QAL airports. This role is tasked with building and maintaining relationships with key stakeholders, from airlines to tourism partners and government representatives.

Job Role Requirements

Objective 1: Leadership

- Work with the Executive General Manager Business Development and Marketing to develop and drive the strategic direction for the Business Development and Marketing team within overall QAL Group strategic objectives and milestones
- Provide leadership and support to the team members to ensure a highly engaged and motivated team, empowered to deliver to team and QAL objectives
- Significantly contribute to the review and implementation of business strategies and plans as part of the QAL General Manager peer group
- Ensure all team members are adequately trained and adhere to compliance requirements

Objective 2: Business Development

- Develop data driven insights to prepare comprehensive airline business cases, focused on passenger forecasts, yield, market share and potential passenger mix
- Monitor and evaluate aviation trends and deliver timely, accurate and relevant information regarding such trends to the Executive General Manager Business Development and Marketing and other stakeholders as required
- Provide critical input into budget assumptions and financial forecasts, including capacity and passenger forecasts. This includes analysis of airline performance and industry and global news and trends
- Proactively seek opportunities for new and additional airline services, using initiative and working with a high degree of autonomy within agreed boundaries
- Support, develop and implement strategies to maintain and grow airline routes and passenger numbers
- Proactively manage airline relationships to identify sustainable route opportunities and influence airlines to add new capacity
- Proactively manage the development and approval of airline incentive programs, monitor and report on progress
- Maintain and grow key relationships with tourism, travel agency and airline marketing stakeholder

Key Stakeholders

Internal: Employees and management at all levels, Board members

External: Business, industry and government stakeholders and the community

Key Capabilities Required to Perform Role

- Tertiary qualifications in Business, Commerce, Tourism, Economics or related discipline
- Experience in airlines or airports, with experience in network planning or route development
- Leadership team experience in a commercial business including developing a collaborative and high performing team
- Experience working effectively in multiple cultures, especially in Asia
- Ability to travel frequently, both domestic and international
- An understanding of the tourism industry and its interrelationship with aviation
- Ability to adapt quickly and demonstrating an insight-led approach with an inquisitive mind
- An extensive network in the airline and tourism industries
- Airline sales and marketing experience

ACKNOWLEDGMENT

I acknowledge that I have read and understood the key result areas described in this Role Description and agree to carry out my duties and responsibilities to the best of my ability. I also understand that at times I may be required to undertake other duties relevant to the position that are not listed in this statement. I acknowledge my employer's right to alter this Role Description from time to time in accordance with company requirements.

Name

Date

Signature

Approved by Line Manager (Signature and Date)		
Reviewed by HR (Signature and Date)		
Version:		Date: