

 **NOW HIRING**

Head of Airline Business (f/m/d)

Full-time, hybrid work-model based in Dreieich



OUR OFFER

- > multi-cultural working environment with English as the company language
- > flat hierarchies and short decision paths
- > spacious workspaces with the latest technological equipment
- > flexible working hours promoting a greater work-life balance
- > a work culture of appreciation with regular corporate and team events
- > free beverages, meal allowance and a game room to unwind



YOUR PROFILE

- > experience in a leading commercial position for 5+ years, preferably within an airline
- > experience in airline Key Account Management
- > excellent interpersonal and leadership skills fostering a team-oriented environment
- > strong negotiator and tenacity
- > self-motivated problem solver with strong prioritisation abilities
- > outstanding communication and presentation skills
- > in-depth knowledge of market analysis and metrics
- > strong analytical ability and experience with reportings
- > business fluent in English (written and spoken)



YOUR JOB

- > lead, support and motivate your team to ensure they reach their full potential
- > contribute to and support the commercial strategy across all points of sale
- > maintain excellent customer relationships and implement new customer acquisition strategies
- > negotiate global airline contracts and manage the legal contracting process from end to end
- > manage the day-to-day relationship with our airline partners, including problem solving and customer service
- > establish and manage long-term relationships with internal stakeholders
- > monitor and steer commercial performance of the airline portfolio in liaison with Sales Analytics
- > collaborate with Communication and Marketing to maximize airline partner revenues
- > measure and analyse commercial metrics using KPIs
- > conduct regular international travel

Hahn Air is a German scheduled and executive charter airline. Since 1999 it offers indirect distribution services to other airlines and thus provides ticketing solutions to 100,000 travel agencies in 190 markets. With 20 years of experience, the company has established itself as the market leader. Today, Hahn Air's partner network encompasses more than 350 partner airlines. Every year millions of passengers travel between 4,000 locations using Hahn Air's HR-169 tickets. At our head office in Dreieich, conveniently located just a few driving minutes from Frankfurt, you will be working with over 200 people from more than 35 different countries.



ARE YOU READY FOR TAKE-OFF AT HAHN AIR?

Lisa Odeleye is looking forward to receiving your application.



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