



# Head of Aviation Development

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## About Brisbane Airport Corporation

Brisbane Airport Corporation Pty Limited (BAC), the operator of Brisbane Airport (BNE), is a proud, private, un-listed Queensland company, employing thousands of Queenslanders and creating economic opportunities for the state and city of Brisbane equating to more than \$4 billion annually.

Operating 24 hours a day, seven days a week, BNE has two major Terminals accommodating 33 airlines flying to 83 domestic and international destinations. It is a suburb in its own right, the largest capital city airport in Australia by land size (2,700 hectares) and the third-largest airport in Australia by passenger numbers with more than 23.4 million passengers travelling through the airport in FY18.

More than 425 businesses are located at BNE, servicing a diverse range of industries offering services such as freight and aircraft handling, warehousing, transport and communications, manufacturing, research, property and infrastructure development, education and training, recreation, tourism, accommodation, leisure and retail. Collectively these businesses employ nearly 24,000 people, a number expected to exceed 50,000 (the size of a regional town) by 2034.

With passenger numbers forecast to more than double by 2034, since FY12 BAC has invested \$1.7 billion building critical infrastructure, with a further \$1.8 billion worth of infrastructure to be delivered between FY18 – FY22.

Projects to be delivered include a new runway, new multi-level car park and walkway facilities, road terminal expansions, terminal redevelopments, new apron and taxiways, road and cycling path upgrades and a number of new commercial buildings.

## About the Position

We are currently looking to recruit a **Head of Aviation Development** to be responsible for the management and implementation of BAC's airline relationship management strategy to increase the volume of flights and passengers through the airport. In addition, this role manages the Aviation Development division in building and maintaining relationships with key people within airlines and other external stakeholders such as tourism bodies and government departments.

Key deliverables associated with this role include the implementation of strategies to maximise commercial returns, leadership and stakeholder satisfaction.



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## Tasks and Responsibilities

### *Leadership (Head of)*

- Set the direction for the Division through the development and implementation of initiatives that clearly align to the Group business plan and BACs strategy
- Provide leadership and support to the Division ensuring team members are highly engaged and empowered to deliver to enable delivery against the Group business plan
- Establish a common understanding of a high performing division and how it aligns to BACs values. Model that behaviour for the division
- Significantly contribute to the review and implementation of business strategies and plans as part of the BAC Leadership Team
- Ensure all team members are adequately trained and adhere to compliance requirements

### *Role Specific*

- Develop data driven insights to prepare comprehensive airline business cases, focussed 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 Aviation Development & Partnerships and Finance Division as critical input into budget assumptions and financial forecasts. This includes 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 with agreed boundaries
- Support, develop and implement strategies to maintain and grow airline routes and passenger numbers
- Manage the production of capacity and passenger forecasts for business planning and management
- Manage the production, presentation and distribution of passenger and airline data including trends, outlooks and business opportunities, to internal and external stakeholders, including BAC, Airlines, Tourism industry, Government bodies and other Partners
- Proactively manage Airline relations to identify sustainable route opportunities and influence Airlines to add new capacity
- Proactively manage the airline incentives approval, monitoring and reporting process to ensure the correct governance process is in place
- Further develop, manage and report on the Aviation Development & Partnerships Group Strategies



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- Undertake special projects for BAC as directed from time to time
- Work closely with the Consumers Group to optimise revenues and enhance customer experience

## Experience & Qualifications

### *Essential*

- Tertiary qualifications in Business, Commerce, Tourism, Economics or related discipline
- Be a hands on Leader with the ability to develop your own airline and market portfolio
- 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 frequency, both domestic and international
- An understanding of the tourism industry and its interrelationship with aviation
- Ability to adapt quickly and demonstrate an insight-led approach with an inquisitive mind

### *Preferred*

- Awareness of government and Department of Transport (state and federal) working arrangements
- MBA or other relevant post graduate qualifications

## Knowledge & Technical Proficiency

- Strong negotiation and influencing skills with a proven ability to identify and finalise business opportunities and commercial contracts particularly in aviation related industries
- An extensive network in the aviation and tourism sectors
- An understanding of the tourism industry and its interrelationship with aviation
- Airline Route marketing experience
- Intermediate skills in the use of typical Microsoft projects (Word, Excel, PowerPoint, Outlook)

This is an opportunity to join a company which is already a leader in its field in Australia and use your skills, experience and enthusiasm to help continue our successful growth. BAC is a



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forward thinking organisation, which is supportive of innovation and has a unique positive working environment.

If you believe you have the drive and experience to succeed in this exciting role, please click [here to apply now.](#)