



JOB OPPORTUNITY

Cambodia Airports develops and manages Cambodia's network of international airports located in Phnom Penh, Siem Reap, and Sihanoukville. Its teams plan and design the development of airport infrastructure, build and maintain the facilities, handle commercial activities and provides services to stakeholders, including The Royal Government of Cambodia, passengers, airlines, and tenants.

Since its inception in 1995, Cambodia Airports has generated immense economic and social benefits for Cambodia by connecting the country to the world. Its leadership in airport development and operations translates in advanced working environment, staff benefit, and Corporate Social Responsibility policies.

Currently, we are seeking potential candidates to fill the position of **Route Development Manager** at one of the three international airports.

Position: **Route Development Manager** (01 position)

Location: **Phnom Penh International Airport**

General Responsibilities:

The position reports to the Chief Commercial Officer. The objective of the Route Development Manager is to maximize Aeronautical Revenues for Cambodia Airports by developing the number of offered seats through the development of new and existing routes. The Route Development Manager must be passionate and interested in the long-term success of airports and thrives in a business development role.

What You'll Do:

The Route Development Manager is responsible for ensuring that:

- Develop a strategy focused on sustainable growth through Route Development
- Represent the Cambodia Airports team internally and externally at senior levels
- Build and write business Cases that are and presented to airlines
- Analysis, reporting, define business requirements and share to the business

Specific Responsibilities:

Route Development

Drive commercial activity towards Airlines:

- Increase the number of offered seats to Cambodia Airports
- Take the necessary steps to ensure the load factors are kept under strict monitoring
- Interpret, analyze data and determine how data should be presented to airlines

- Develop and present Business cases for air service development. Including economic & investment trends.
- Arrange meetings with current and prospected Airlines independently
- Build, cultivate a 5* relationship with our customers
- Attend Route development forums and other events related to the development of air of services
- Work with partners to understand how they can support Cambodia Airports in the development of Air Services.
- Strong use of insights and data-driven decision making

What you'll need:

- Minimum 5 years of experience in a business development role.
- Strong leadership skills and the ability to self-manage initiatives.
- Partnership experience. The ability to have a sixth sense when it comes to business development.
- Excellent interpersonal skills and communication skills in building and maintaining customer relationships.
- Proven track record in business development and executing commercial deals.
- The confidence and ability to present to an assistant or c-level.
- Extremely proactive, troubleshooter, self-starter with strong organizational skills.
- Proficiency in spoken and written English.
- Airports, airlines, travel industry expertise/experience is a plus.

Interested applicants should submit CV and cover letter to:

Phnom Penh International Airport

Administrative Building

PO Box 1256 – National Road N° 4

Or contract through **Email:** career@cambodia-airports.aero

Only short listed candidates will be contacted for further selection process.

The summited documents will not be return.