



ABOUT FLYUS GROUP

FlyUs Aviation Group is an independent, privately-owned GSSA. Our focus is our customers, staff, airlines and partners, for whom we constantly strive for industry innovation and advancement.

Our people are our strongest assets and we promote and enjoy a family culture around the globe.

Established partnerships with more than 34+ airlines across 30 countries allow us to pioneer collaborative projects and investment into digital solutions, a partnership approach for airline clients, analytics, information flow and the customer experience.

APPLY NOW

Send CV & Covering Letter to:
careers@flyus.aero

WE ARE HIRING!!



POSITION

Cargo Product Manager



LOCATION

Heathrow, United Kingdom – Will require travel (Domestic & International)



DESCRIPTION

Within the GSA division of FlyUs Aviation Group, your role will be end to end product management of a key airline customer across six countries. Ensuring maximum delivery of cargo revenue through effective sales techniques and management for one of our principal carriers.



RESPONSIBILITIES

- Participation in goal setting / forecasting and delivery.
- Commercial planning and management across 6 counties.
- Direct oversight of all commercial functions including sales, marketing and execution
- Analyse market data (WorldACD – CargoIS) to identify opportunities and secure cargo revenue to meet or exceed targets.
- Account manage and strategically grow regions with development plans and targeted sales in accordance with the strategy and vision of the carrier.
- Participation with key and corporate accounts
- Interline management, negotiation and reporting.
- Authority on pricing and leadership to other offices.
- Bi-Weekly Reporting.
- Direct communication with carrier Head Office.
- Data management and accuracy.



SKILLS & EXPERIENCE

- Ideally candidate should have Airline or GSSA sales or cargo management experience.
- Have outstanding sales skills and good understanding of the cargo market.
- Strong data analytical skills and communication.
- Ability to work in a fast-paced environment handling multiple initiatives and prioritise own workload.
- Autonomy in the role and capacity management.
- Must be articulate and possess good interpersonal skills.
- Competences in IT programs, strong analytical skills, planning and organisation.

SALARY

Competitive salary and package based on experience

HOURS

09:00 – 17:30
Monday to Friday

CLOSING DATE

Friday 31st October 2024