

Job Description Interline Specialist	
Organisation	Challenge Air Cargo
Location	MLA
Reports to	Interline and Alliances Manager
Position Code	CAC70
Job Purpose	Develop alliances with other airlines and enable interline sales by extending our network through strategic partnerships.
Responsibilities	<ul style="list-style-type: none"> • Identifies opportunities for group sales offices using other airlines to expand their capabilities, contacts prospective carriers, and manages relationships with existing carriers within a designated area to achieve sales targets. • Develops mutually beneficial relationships with other carriers that include multiple points of contact between both Challenge Group and the carrier. • Learns the carrier's business, competitive area, transportation needs and transportation selection process to gain long-term binding alliance • Seek and search annually new business opportunities by developing and negotiating new contracts and integrating the requirements with other carriers in the industry. • Communicates with carriers on a regular basis to ensure that both carriers needs are being met and works closely with them to maintain workable rate level. • Monitor and supervise ongoing shipments, issues and opportunities with appropriate team members to help resolve conflict and irregularities. • Strategizes with other departments to develop and conduct annual contract reviews and negotiates implementation with carriers. • Utilizes Procedures, analyses data and tracks account sales activity to organize and efficiently manage territory. • Integrates with sales team members, sharing strategies, techniques, and quality opportunities for other territories. • Communicates between all relevant functions and departments to ensure they are aware of pertinent market conditions and interline method knowledge.
Job Requirements	
Education	Minimum requirement: BA in Economy/ Industrial Engineer or equivalent degree in relevant subject.

**Experience, Skills,
and Personal
Attributes**

- Experience performing market analysis and creating business cases.
- Experience from the aviation / cargo / handling companies / shipping sector.
- Work in a computer environment, excel- and BI proficiency.
- Strong analytical skills required.
- High-level English required.
- High interpersonal communication.
- Teamwork ability and systemic vision.
- Order and organization abilities and work under pressure.
- Willingness to travel.