

JD	Business Alliances Specialist
Organisation	Challenge Air Cargo
Location	MLA/LGG/Europe/USA
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	• 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.