



Lufthansa Consulting is currently looking for you to join our Airline Restructuring services in Cologne or Frankfurt as

## **Senior Consultant Airline Restructuring “Finance”**

In this position you are responsible for managing medium and larger scale international projects and are disciplinary (project) team manager. You also work in projects outside your own area of expertise. You develop specialized sales opportunities, write and present proposals, incl. negotiations on a management level, identify new market, product and client potential in cooperation with the Principal/Team Directors.

As Senior Consultant you apply your relevant specialized and methodical expertise to develop specific client consultancy and problem solutions for the area Airline Restructuring. You support the business development activities of the Principal/Sales Director and you engage in business development activities in cooperation with the Principal. You carry out research, assessments and audits. You represent our company at public events such as conferences and trade fairs and you are involved in researching and presenting studies, publications and speeches. You assume an active role in internal knowledge transfer and knowledge management also in the framework of mentoring and coaching programs, continually updating documents and existing knowledge in your area of responsibility. You develop expertise, methodological know-how and social skills in accordance with the target agreements. You actively participate in general company tasks such as coaching staff and process optimization.

### **Your Profile:**

Degree in economics or industrial engineering completed at a university or technical university, or expertise and skills of a similar level acquired through extensive work experience and relevant training

Proficient knowledge of current specialist and analytic methods e.g. route viability, auditing and reporting systems, financial modeling and knowledge of project financing and several years work experience with relevant expertise, good knowledge of the international aviation market preferred

Particularly developed ability to analyze complex business situations and develop success-orientated and client specific solutions

Extensive experience in directing projects and managing international project teams of more than 3 team members, detailed knowledge of product development

Particular skill in analytical consulting with international business partners in the aviation industry

High level of independence, very good social and cooperative conduct, ability to work in dynamic teams, flexibility, openness for changes and ability to work under high levels of stress

Confident manner, negotiation skills, assertive, convincing and service-oriented manner with clients

Very articulate communication skills

Confident in negotiations in spoken and written English and good knowledge of another foreign language

High level of own initiative, motivation for personal development and further training and for knowledge transfer; interest in knowledge management and experience in developing and implementing innovative solutions

Excellent computer skills (MS-Office, Internet)

Enthusiasm for intensive business travel, ability and willingness to understand foreign cultures and mentalities

If applicable, psychological suitability examination and medical

Lufthansa Consulting is one of the leading management consultants in the aviation industry. Our international clients from airline and airport related industries trust our distinctive specialist expertise combined with profound methodological know-how. Our consultancy services support clients in securing and strengthening their competitive position. 100 staff from 17 nationalities work in interdisciplinary teams to develop and implement solutions with our clients.

**Please send your comprehensive application by e-mail to:**

Job.Opportunities@LHConsulting.com