



Lufthansa Consulting is currently looking for you to join our Airline Commercial services in Frankfurt as

Senior Consultant Airline Commercial

In this position you are responsible for managing medium and larger scale international projects. 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 potentials in cooperation with the Principal/Team Directors.

You provide hands-on implementation consulting to airlines with a Commercial focus (Product, Pricing, Sales, Marketing etc.).

As Senior Consultant you apply your relevant specialized and methodical expertise to develop specific client consultancy services and solutions for the area Airline Commercial. You develop and implement consulting strategies and also develop new consultancy tools and methods.

You are responsible for and you engage in business development activities. 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 for Associate Consultants, continually updating documents and existing knowledge in your area of responsibility.

You develop your expertise, methodological know-how and social skills in accordance with the Consultants Compass.

You actively participate in general company tasks such as coaching staff and process optimization.

Your Profile:

- Degree preferably in economics or business studies with major in Marketing and expertise and skills acquired through extensive work experience in an international environment with focus on Commercial (Sales, Product, Marketing).
- A minimum of five years work experience at a passenger airline with assignments in (for example) sales strategy and policy, distribution channel management, planning and implementation of promotional pricing strategies.
- Profound practical knowledge of airline sales in an international environment.
- Knowledge of the interfaces and interactions between airlines and business partners (General Sales Agents, travel agencies, IT-providers).
- Experience in developing airline-eCommerce-strategies.
- 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.
- Flexibility for assignments in consulting projects for airlines and airports worldwide.
- 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 (certificate required) 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 (also for periods of several weeks), 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