

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

Senior Consultant Network Management

The optimization of network structure along with a fleet plan to maximize the revenue potential for an airline, while at the same time maximizing aircraft utilization and matching aircraft capacity with demand is extremely complex - and as of yet, no software alone can handle this task satisfactorily. That is why airlines still rely on highly skilled experts supported by sophisticated tools.

The Network Management team at Lufthansa Consulting has precisely this expertise. It has also developed its own specialist software - COMPASS - to provide ideal support for such projects.

In this position you are responsible for leading product and project development activities, their realization and market placement. You apply your relevant expertise to provide specific client consultancy and problem solutions and perform qualified assessments/audits. You develop and implement consultancy strategies, new consultancy tools and methods.

You develop specialized sales opportunities, present proposals and negotiate contracts on management level. In large or medium scale projects you motivate and manage project teams or several teams made up of consultants and client staff. 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.

Your Profile:

- Degree in economics, business administration 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.
- Profound knowledge of Network Management and Fleet Planning concepts and practice, combined with several years work experience in the aviation business.
- Strong ability to analyze complex business situations and develop success oriented and tailored solutions to match our client's business needs.
- Extensive experience in directing projects and managing international project teams.
- Several years of experience in passenger demand forecasting, including data collection, processing, sanity checks and analysis.
- Ability to convert data findings into convincing arguments to support a recommendation.
- Several years experience in using or designing decision support systems (ideally in the airline 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, assertive, convincing and service oriented manner with clients.
- Very articulate communication skills.
- Confident in negotiations in spoken and written English (certificate required) and having a good command 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.
- Enthusiasm for intensive business travel, ability and willingness to understand foreign cultures and mentalities.

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