



Lufthansa Consulting is currently looking for an aviation expert with in depth expertise in Airline Sales and Distribution Strategy and Planning to join our consultancy team in Cologne as

Senior Consultant Sales and Distribution Strategy and Planning

In this position you are responsible for leading product and project development activities, their realization and market placement. You apply your relevant specialized and methodical 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 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 Business Administration (specializing in Marketing) 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 Sales and Distribution Strategy and Planning and several years work experience in the aviation business

Proven track record in a scheduled airline organization with a minimum of five years in various functions and a focus on responsibilities in

- defining the Sales and Distribution Policy
 - managing the Distribution Channel Mix
 - determining the Promotional Pricing Strategy
- preferably in a central function in the main or regional headquarters

Experience in Airline e-Commerce Strategy Definition

Experience in the interaction with GSAs is an advantage

Flexibility to work for both airline and airport clients and experience in the commercial interaction between airlines & airports, such as contractual agreements, airport marketing activities, service level agreements etc

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, detailed knowledge of product development (leading projects with more than 3 project members)

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, skills in German and good knowledge of another foreign language (French/Spanish)

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)

Computer Reservation Systems / Global Distribution Systems- knowledge

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. 150 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