



Lufthansa Consulting is currently looking for you to join our Airline Strategy consultancy services in Cologne/Frankfurt as

Senior Consultant Airline Strategy

Airline Strategy covers the development and implementation of innovative business models and the design of growth-orientated and value increasing strategies. You manage projects concerning company realignment, repositioning, mergers and acquisitions, portfolio design etc. You coordinate all consulting activities with the client on a top management level.

As Senior Consultant you apply your relevant specialized and methodical expertise to develop specific client consultancy and problem solutions for the area Airline Strategy. 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 support the business development activities of the Principal/Director and you engage in business development activities. You develop specialized sales opportunities, write and present proposals, incl. negotiations on top management level, identify new market, product and client potential in cooperation with the Principal/Director. You assume an active role in knowledge management, continually updating documents and existing knowledge. You develop expertise, methodological know-how and social skills in accordance with the target agreements.

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

Several years experience in management consultancy with profound knowledge of a wide spectrum of strategic issues or several years work experience for an airline in strategic planning or market development

Extensive experience in directing projects and managing international project teams, detailed knowledge of product development

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, MS-Project)

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. 120 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