

In the context of the development of its activities, LIEGE AIRPORT is looking for :

Head of Commercial Cargo & Logistics (M/F/X)

Mission :

The Head of Commercial Cargo & Logistics assists in growth and development of the company. This involves taking care of the current customers based and expanding & securing new business.

The Head of Commercial Cargo & Logistics reports to the Vice President Sales & Marketing and is responsible for executing the cargo sales strategy, product development, customer portfolio management and business development for cargo & logistics.

Main accountabilities and tasks :

- You take under your responsibility the product development;
- You support and execute the sales & marketing strategy and the related commercial events;
- You manage the commercial team on a daily basis:
 - You set clear goals, objectives and evaluate
 - You organize the training & development of your team members
 - You have regular team meetings & strategic alignments;
- You manage the customer portfolio with focus on forwarders/logistic companies:
 - Customer Relationship Management (Existing)
 - KAM – Key Account Management
 - Customer business development (New customers / new business);
- You are in charge of project management of customer related projects within Liege Airport
- You create and/or maintain relations with national/regional institutions & delegations and relations with all key stakeholders within the cargo community.

Your profile :

- You hold a master or bachelor degree in sales or marketing or equivalent by experience and you have a proven track record of at least 10 years in a similar position ; an in depth experience in the European air cargo / forwarder industry is a must ;
- You have strong interpersonal, relationship-building (including with strategic customers), and negotiating skills ;
- You demonstrate a high level of proficiency with Microsoft Office (Excel, Outlook, PowerPoint);
- You have solid communication skills, written and verbally, in French and/or Dutch and in English, combined with outstanding presentation skills. The knowledge of another language is an asset ;
- You are a talented people manager, able to profile yourself as an inspirational leader;
- Highly organized, you are able to combine strategic thinking and pragmatism ;
- You combine strong analytical & organisational skills and a creative & critical mindset with an ability to make sound decisions in a fast-paced, dynamic setting ;
- You are result and solution oriented, strengthened by a collaborative and supportive approach ;
- The position requires a considerable amount of regional and international travelling.

Our environnement :

- A pleasant, stimulating and collaborative work environment;
- A dynamic team in a rapidly expanding company;
- A permanent contract with full-time hours;
- An attractive salary package with several additional benefits.