

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

Senior Manager Cargo Sales (M/F/X)

Mission :

The Senior Manager Cargo Sales assists in growth and development of Liege Airport's cargo airline portfolio. This involves taking care of the current cargo airline customers base and attracting new international cargo airlines.

The Senior Manager Cargo Sales is responsible for executing the airline part of the Liege Airport cargo sales strategy, related product development, customer portfolio management and business development for cargo airline traffic.

Main accountabilities and tasks :

- You take under your responsibility the cargo airline product development;
- You support and execute the sales & marketing strategy and the commercial events related to cargo airlines companies;
- You manage the customer portfolio with focus on cargo airline companies:
 - Customer relationship management (Existing)
 - KAM – Key Account Management
 - Customer business development (new customers / new business);
- You are in charge of project management of cargo airline customer related projects within Liege Airport;
- You create and/or maintain relations with national/regional institutions (especially the Belgian Civil Aviation Authority) & delegations and relations with all key stakeholders within the cargo community;
- You are in charge of pricing and incentive management.

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 5 to 7 years in a similar position ; an in depth experience in the European air cargo / aviation 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 combine strong analytical & organizational 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.