

**CAYMAN AIRWAYS  
IS INVITING APPLICATIONS FOR THE POSITION OF:**

**Commercial Director Revenue Programs**

The successful applicant reports to the VP Commercial, and is responsible for pricing, revenue management, off line and group sales and all control mechanisms to assure internal and external conformity to fare rules and inventory availability.

**Key responsibilities include:**

- Managing fare monitoring/match process to assure competitive structure
- Monitoring system revenue, RASM, Sales/marketing initiatives and promotions and ancillary revenue programs
- Identifying, implementing and managing revenue management practices and system acquisition
- Executing thorough strategic and tactical processes to establish the company's market position
- Forecasting, budgeting and managing the resources necessary to establish key target clients, vendors and resources.
- Identifying and researching new business opportunities
- Developing and establishing standard procedures in network management. .
- Deputising for VP Commercial
- Other reporting and related matters

**Minimum requirements:**

- Preference for a Bachelors degree in Sales, Marketing or related area
- A minimum of 10 years of progressive hands-on experience in Airline Commercial
- Experience in sales and distribution, in particular characteristics of the key markets, target customer groups and pricing
- Knowledgeable in network management regarding the analysis of market potentials, scheduling development, revenue management, and yield management
- Experience and training in Airline Pricing, ATPCO, SABRE
- Ability to think strategically and conceptually combined with hands-on approach in order to initiate, develop and implement commercial concepts
- Effective and strong interpersonal, coaching, consulting, negotiation, process and project management skills required
- Excellent communication and presentation skills
- Ability and willingness to work long hours and weekends

Salary range: CI\$ 80,000 – 95,000 per annum