



# VACANCY

Through this medium Princess Juliana International Airport N.V. informs you of a vacancy for a **Business Development Officer** in the Marketing & Customer Service Department.

## **Minimum Job Requirements**

- HBO / Bachelor's Degree in Business Management, Business Administration or Marketing, or equivalent;
- 2-3 years of relevant experience in retail marketing or business management;
- Knowledge of and experience in airport commercial activities;
- Strong social skills, customer service skills and assertiveness;
- Excellent communication and interpersonal skills;
- Excellent oral and written command of the English language ;
- Ability to speak another language, such as French or Spanish is an asset;
- Analytical capacity and creative problem-solving skills;
- Proven planning and organizational skills;
- Proven computer skills, including proficiency in the use of MS Office, particularly Excel, MS Word, PowerPoint and Publisher;
- Ability to work under stress.

## **Responsibility**

The Business Development Officer reports to the Manager of the Marketing & Customer Service Department and is mainly responsible for business development, - which includes attracting new business, including air services - for retaining customers and for tenant management.

## **Other Duties**

Specific duties include, but are not limited to:

- Producing a yearly Business Development plan;
- Monitoring of global developments in air service and drafting proposals for further air service development;
- Networking with airlines and aviation related companies at international platforms designed for air service development;
- Drafting proposals for business acquisitions and presenting these to Management for approval and further action;
- Drafting the yearly Business Development Report for the Annual Report;
- Producing periodic (statistical) reports on sales numbers, traffic numbers, customer satisfaction etc.;

Employees interested in the position of **Business Development Officer** are requested to submit their application and CV to the Human Resources Department in person or at [hr@sxmairport.com](mailto:hr@sxmairport.com), no later than **March 18, 2015**

*No rights may be derived from this vacancy notice. PJIAE reserves the right to accept or reject any application submitted. PJIAE also reserves the right to cancel the process or to modify the requirements for the filling of the vacancy at any time.*