

We are hiring
Join our team!

Non-Aeronautical Manager m/f

PJIAE N.V. (Princess Juliana International Airport) is seeking a highly motivated and experienced Non-Aeronautical Manager to join our Commercial Division. As the Non-Aeronautical Manager, you will play a pivotal role in identifying and developing opportunities to maximize revenue within our non-aeronautical business segments. This is an exciting position with tremendous potential to make a significant impact in a vital area of our airport operations. As the Non-Aeronautical Manager, you will play a vital role in identifying and developing leads and opportunities to increase revenues in our non-aeronautical business segments. Your expertise and strategic thinking will be essential in delivering exceptional commercial non-aeronautical services at SXM Airport.

RESPONSIBILITIES

- Identify and develop leads and opportunities to increase revenues in the non-aeronautical business segments.
- Develop and maintain a concessionaire management plan to generate the highest achievable revenue.
- Manage the airport stores, restaurants, car rental/taxi concession business model, ensuring a high level of service to airport passengers.
- Lead a team and provide excellent leadership to drive performance and achieve objectives.
- Foster a marketing and sales-oriented approach to maximize revenue and deliver exceptional customer service.
- Collaborate with internal teams to drive marketing and sales initiatives.
- Plan and organize activities effectively, ensuring quality and timely delivery even under stressful situations.
- Uphold a high level of integrity and professionalism in all interactions.

REQUIREMENTS

- Minimum Bachelor's Degree in Business Management, Marketing, or equivalent.
- Minimum of 5 years of relevant experience in retail marketing or business management.
- Good knowledge of and experience in commercial activities.
- Excellent customer service skills and a high degree of assertiveness.
- Strong interpersonal skills and the ability to communicate effectively in written and oral English.
- Proven leadership skills to manage a team effectively.
- Marketing and sales-oriented mindset with a track record of success.
- Exceptional planning and organizational skills.

If you are a go-getter with a passion for driving revenue growth and delivering outstanding customer experiences, then we want to hear from you. Join our team and be a part of the future success of PJIAE's non-aeronautical business segments. We offer competitive compensation and benefits packages, as well as opportunities for professional growth and development.

HOW TO APPLY

To apply for this position, please submit your resume, cover letter, and any other supporting documents to career@sxmairport.com before June 7, 2023. Please indicate "Non-Aeronautical Manager Application" in the subject line of your email.

NEED MORE INFORMATION?

Contact the HR department at +1721 520 2888

