



Princess Juliana
International Airport

We are hiring
Join our team!

Business Development Officer

Princess Juliana International Airport (PJIAE N.V.) is recruiting a Business Development Officer. PJIAE is the second busiest airport in the Northeastern Caribbean, committed to optimizing business revenue, with a focus on innovation and data-driven strategies, and support the growth of both Aeronautical and Non-Aeronautical Business departments. We are on the lookout for dynamic individuals who are passionate about driving business growth and shaping the future of aviation.

So, are you passionate about driving business growth in the dynamic aviation industry? Are you eager to contribute to the success of Princess Juliana International Airport and shape its future trajectory? If so, we have an exciting opportunity for you!

RESPONSIBILITIES

- Identify and pursue opportunities to increase revenue in Aeronautical and Non-Aeronautical Business sectors.
- Provide data-driven insights to inform strategic decision-making and optimize business performance.
- Develop and execute business plans to enhance airline services, concessions, terminal services, property leasing, and more.
- Cultivate new business avenues to support PJIAE's revenue growth initiatives.
- Foster positive relationships with business partners and stakeholders.
- Prepare commercial offers, leases, licenses, and agreements.
- Monitor the performance of retail activities and business partners.
- Support special projects related to new business development.
- Ensure the quality of products, customer service, and operational efficiency.
- Collect and analyze airport statistical information to inform business strategies.

REQUIREMENTS

- Bachelor's degree in Business Administration, Marketing, or related field.
- Previous experience in business development, preferably in the aviation industry.
- Strong analytical skills and ability to translate goals into actionable plans.
- Excellent communication and interpersonal skills.
- Proficiency in Microsoft Office Suite and business analytics tools.
- Knowledge of airport operations and industry trends is advantageous.

HOW TO APPLY

To apply for the Business Development Officer position, please send your resume and cover letter to career@sxmairport.com. Be sure to include "Business Development Officer Application" in the subject line. Application deadline **April 15, 2024, or until vacancy has been filled.**

We're excited to hear from you!

"Nurturing Ambition, Unleashing Potential: SXM Airport - Where Local Talent Thrives!"

