



Senior Consultant – Aviation Industry

- Are you a commercial professional looking for something new?
- Global client base
- Salary + incentive + career development opportunity

THE COMPANY

Based in Parnell, Rishworth Aviation has over 25 years experience in managing aviation recruitment and crew leasing services around the globe. The business has built a global brand of experts, committed to providing high level solutions and services. www.rishworthaviation.com

THE OPPORTUNITY

This is a diverse role for an ambitious performer with well rounded commercial, account management and relationship development skills. You will need an ownership mentality, commitment, energy, drive, focus and the ability to adapt your style and business etiquette to suit the needs of a diverse client base. The role has clear objectives and deliverables with an opportunity to progress to Regional Director in the short to medium term, based on contribution and the level you operate at.

POSITION OVERVIEW

You will be developing business relationships and driving service performance by closely managing both client and contractor relationships. These include offshore Airlines as well as pilot placement, integration and on-going relationship management. Contract and policy reviews, changes and negotiations in service delivery, terms and conditions and insurance provisions are all critical areas of responsibility. The team is made up of highly qualified and commercially astute individuals who work closely together and includes other senior consultants and recruitment specialists.

BACKGROUND AND EXPERIENCE

You will need:

- Solid experience within a commercial environment, or recruitment, with regular exposure to clients, change and documentation
- A track record demonstrating sound business acumen, including a commitment to planning, meticulous attention to detail and follow up whilst applying commercial criteria and effective decision making
- A talent for building and maintaining strong working relationships
- A genuine interest in aviation, people, flexibility and the desire work through situations that are complex with long lead times to produce great results
- Experience of working with offshore markets would be advantageous

To apply please send your CV to admin.shine@paradise.net.nz or for more information please contact Samara Brown on 021 921 448