



298 Owen Roberts Drive, PO Box 10098
Grand Cayman KY1-1001, CAYMAN ISLANDS

+1 345 943 7070
ciaa@caymanairports.com
caymanairports.com

The Cayman Islands Airports Authority (CIAA) invites applications for the post of

Business Development Manager

The successful applicant will be responsible to develop and maintain commercial business opportunities and manage the operations of the commercial programme at the Airports owned and operated by the CIAA, to maximise revenue and profit. Optimise the Airports' commercial business through effective planning, contract negotiation and performance management of all current and new commercial assets and revenue opportunities.

The Post holder will be the main point of contact for business partners and will ensure that commercial targets/goals are met and adhere to approved budgets. Drives the delivery of service excellence by implementing and monitoring service level agreements across all commercial operations. Leads the execution of standard legal documents, coordinating with Finance to ensure accurate billing and collection of revenue.

Qualifications and Education Requirements:

- Minimum of an undergraduate degree in Business Administration, Business Development or Finance related subject.
- Ten (10) years' experience in business development of which at least five (5) years' experience will have been in a management role preferably within the aviation or tourism industry.

Preferred Skills:

- Strong knowledge of air travel and aviation industry
- Excellent interpersonal, project management, time management, organisational, analytical report-writing, communication, prioritisation, problem-solving and leadership skills
- Proficiency in Microsoft Office Suite of programme and the ability to administer/manage website
- Experience in contract management
- Strong negotiation, presentation and influencing skills with a passion and natural ability for building relationships with new and potential clients
- A strong and demonstrated track record of delivering business development opportunities and results
- Experience and knowledge in similar environment
- Experience working in a strategic capacity in the development of marketing and business development planning as well as experience in brand development and product positioning
- A strong and demonstrated track record of delivering business development opportunities and results

Salary and benefits: Salary range is KYD (Cayman Islands Dollars) \$62,508.00 – \$84,036.00. The United States Dollars equivalent is USD \$76,229.00 - \$102,483.00 per annum and will be commensurate with experience and qualifications. Benefits include a contributory pension plan, paid vacation, health insurance and professional development opportunities.



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Applications should be e-mailed to
HR.Recruitment@caymanairports.com
or mailed to
Human Resources Officer
P.O. Box 10098
Grand Cayman KY1-1001
CAYMAN ISLANDS

A pre-employment drug screen and medical and a clean police clearance certificate are conditions of employment.

Applicants are required to submit a completed CIAA application form, cover letter and CV showing no less than five (5) years' work history.

Job Description and Application Form are available at caymanairports.com

Deadline date for receiving applications is 6 June, 2023