

WINAIR

is looking for you!

Join Our Team as

Director of Marketing and Sales

Are you a seasoned commercial aviation professional ready for a new challenge? Winair is seeking a hands-on leader to fill the role of Director of Marketing and Sales. Reporting directly to the CEO, you will be instrumental in identifying new partners and opportunities, cultivating relationships with interline/codeshare partners, and ensuring the best outcomes for our passengers.



<https://www.winair.sx/careers>

For full job description and details scan the QR code. Apply now and be part of Winair's exciting journey! Interested candidates can apply in writing with a motivation letter, resume, certificates/diplomas, proof of vaccination, passport copy, and residence document if applicable to humanresources@fly-winair.com, the deadline for application submission is February 24, 2024.

Key Responsibilities:

- Develop and implement a commercial strategy focused on interline/codeshare agreements with international and regional airlines.
- Lead network development, negotiations with partners, and discussions with governments, tourist offices, and airports.
- Detail Winair's commercial strategy, including revenue management professionalization and marketing campaigns.
- Coordinate with the training department for reservation/ticketing/DCS training.
- Foster a collaborative and results-oriented culture within the commercial team.

Experience and Qualifications:

- Bachelor's degree or higher in a related field.
- Proven leadership experience in commercial aviation, preferably in a regional airline.
- In-depth knowledge of interline agreements, GDS, and charter sales.
- Flexible, hands-on mentality with a minimum of ten (10) years of airline experience.
- Strong negotiation and communication skills with a global perspective.

If you're highly driven, enthusiastic, and hungry for success, with the ability to thrive under pressure and drive change, join us at Winair! We offer an independent, autonomous role with an attractive remuneration package and ample opportunities for growth and development.