



JOB DESCRIPTION

Job title: oneworld Business Manager

Department: oneworld Transformation

Reports to: VP Partner Optimisation

Location: Flexible

This position is open to member secondment or direct oMC employment

Interested candidates should email their resume and cover letter: jobs@oneworld.com

Attn: Andrea Berner, Vice President, **oneworld** Alliance

oneworld Management Company:

The **oneworld** Management Company (oMC), based in New York City, USA, provides its member airlines with a small central team of highly skilled and flexible professionals, drawn from the airline industry and other sectors worldwide, to develop, lead and manage alliance activities working with counterparts at all member carriers.

Job Objective:

The Business Manager supports oneworld and the Transformation office in providing a holistic approach to how oMC engages with its members. The Transformation office will synthesise member priorities and incorporate these priorities into the core alliance strategic agenda and development of the **oneworld** Management Company (oMC). oMC will be designed as an organization which drives and delivers value for **oneworld** member airlines.

The Business Manager will support the central management team through:

- Engagement with colleagues and member airlines to translate strategic direction into strategic goals and build a shared understanding of the link to core business outcomes
- Taking ownership of the key airline relationships and best equipping the airlines to succeed in their mission to achieve the oneworld vision
- Taking ownership of initiatives through to their launch and engaging the plethora of stakeholders along the journey
- Analysis of alliance network, planning, and other business scenarios
- Strategically devising new scorecards and value dashboards to drive the right outcomes
- Collection and reporting of data to measure alliance performance and identify revenue opportunities for the alliance
- Analytical support for other oMC business units in support of revenue enhancement initiatives and the customer value proposition



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S7 Airlines

SriLankan Airlines

Key Accountabilities:

- Relationship management to contribute to and enhance **oneworld**, and its members, interests and outcomes.
- Liaise with senior stakeholders on key issues and provide expert and influential advice
- Identify and incorporate the interests and needs of members in business process and strategy design
- ensure that the organizations systems, processes, policies and programs respond to member needs
- Maintenance of network information and databases relating to the alliance, its member airlines, and competitors to support alliance development
 - Traffic and revenue flows
 - Analysis and strategic input across various business units
- Respond to opportunities presented by member airlines, new airline candidates, and key airport locations
- Ad-hoc analysis as needed

Skills, experience and qualifications:

oMC core competencies (see below) plus:

1. Strategic thinker with the capability to simplify and communicate complex problems and situations across audiences with different cultural backgrounds
2. Excellent quantitative analysis skills are essential (ideally within the aviation industry)
3. Prior airline experience in Planning, Project / Program Management, Finance, Revenue Management or Research departments is an asset
4. University degree required with a major, or concentrated studies, in Marketing, Business, Transportation, Finance/Economics, Operations Research, or a similar area
5. Strong written and verbal English skills, including the ability to express complex issues clearly and simply
6. Expert Excel, PowerPoint and Word skills

Suitable candidates for positions at oMC will possess the following core competencies:

- Strong planning and organizational skills, preferably with solid experience in an airline commercial or operational environment
- Excellent team player who enjoys a fast-paced work environment and is comfortable with dynamic objectives in an evolving industry
- Comfort in taking direction and input from many stakeholders, understanding the role is in a central team which provides analytics throughout the alliance's operational functions
- Solid communications skills, which include excellent relationship building capabilities
- Capable of applying a disciplined and methodical approach to work in a complex matrix organizational structure



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- Strategic thinker with the capability of simplifying and communicating complex concepts and situations
- Proven experience of working cross-culturally and cross-functionally
- Self-directed and able to meet deadlines with minimal supervision, technically competent to function with minimal administrative support
- Preferred but not mandatory:
 - Multi-lingual capabilities –Spanish, Japanese, Chinese or Russian

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20 oneworld **years**

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