

United Arab Emirates Jobs Expertini®

Vice President Distribution Strategy Jobs in Dubai | Emirates

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Company: Emirates

Location: dubai

Category: other-general

1- Vice President Distribution Strategy

Job: Full Time

Location: Dubai, UAE

Description:

Develop and implement a strategy for distribution innovation, adoption of the EK Gateway, dynamic pricing and bundling, NDC integration and modern retailing working with EG-IT and acting as a focal point across RO and Commercial including ensuring effective representation at industry forums and direction setting bodies to support and further Emirates commercial business objectives.

Negotiate and implement effective contractual and business relationships with distribution (GDS & other) partners and technology providers.

Job Responsibilities: Direct research and development in the highly specialised field of distribution to improve revenue for the airline.

Work with RO – Market Operations and Sales teams globally to drive content differentiation strategy, NDC and One order adoption.

Align changing trends in distribution with Emirates commercial KPIs and keep all stakeholders up to speed with the same.

Support contract negotiation, execution and management with key aggregators e.g., Travelfusion, TPConnects, OTAs like Expedia, MMT, OnTheBeach, TripAdvisor and Metasearch engines etc.

Job Requirements: Bachelors Degree or Honours (12+3 or equivalent), Masters Degree or MBA preferred

Minimum 12-15 years experience in Airline Commercial/Sales, Revenue Optimisation and Distribution

Degree in Operations Research, Business Management, Computer Science or an equivalent degree/experience; strong background in Mathematics, Revenue Optimisation, Business Systems and Forecasting

Experience in the Airline industry or with a consulting company, or supplier related to distribution, revenue optimisation or commercial airline systems. Preferred first hand experience of RM, pricing, distribution and reservation systems.#J-18808-Ljbfrr

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