

Job Posting for Senior Consultant – Air Service Development

Ailevon Pacific Aviation Consulting is a leading air service development firm serving the needs of airports and communities across the nation and around the world. We pride ourselves on delivering outstanding insights and results for our clients.

We are seeking an experienced Air Service Development/Network Planning professional to join our firm as a **Senior Consultant**. The successful candidate will be assigned full-time to serve as the lead consultant to our client, the Las Vegas Convention and Visitors Authority (LVCVA).

Roles and Responsibilities

This role is a full-time salaried position tied directly to the long-term success of this client. Therefore, the Consultant will be accountable for all client deliverables and overall client satisfaction. Responsibilities will include, but are not limited to the following:

- Building relationships of trust with the client, key local stakeholders and airline contacts.
- Developing expert-level air service analysis for airlines and other stakeholders
- Representing the client at industry conferences, as well as hosting guests in Las Vegas as required.
- Planning and executing successful airline headquarters visits
- Executing various *ad hoc* analytical projects as requested by the client
- Tracking and managing all projects in the client's project management tool.
- Providing a weekly status update with the client
- Managing and monitoring the production of routine reports by the Ailevon Pacific analytical support team

Experience Required

This position requires a combination of education and experience reflecting the required knowledge, skills and abilities:

- Relevant experience in positions such as an Air Service Consultant, Airline Network Planner, Airline Revenue Management, Airline Marketing, Destination Marketing, Airport Management, etc.
- Project management experience and/or consulting experience will be highly valued
- Highly-developed written and verbal communication skills, coupled with outstanding interpersonal skills demonstrating a high degree of attention to detail and accuracy.

- Must possess strong analytical skills, with experience in utilizing industry data portals such as Diio and IATA PaxIS, and familiarity with industry data sources including DOT data
- Strong background and experience in Excel and PowerPoint.

Additional Information

- This is a salaried consulting position to support our client. It is not a sales role.
- The candidate must be a self-starter with strong personal motivation and a commitment to excellence. With a highly-flexible approach, the candidate will need to work independently and with minimal supervision.
- The position may be home-based, but candidate must be willing and able to travel extensively on behalf of the client. Candidate must be comfortable with travelling approximately 30% of their calendar, including several weekends per year.
- Full ability to travel with no restrictions/conditions of entry into all major countries, including China, Japan, Korea, Canada, United Kingdom, European Union, Caribbean, Latin America. If needed, we will assist in securing any necessary travel visa(s).
- Candidate must be authorized to work in the United States. Sponsorship will only be considered for highly qualified candidates.