

EXTERNAL VACANCY ANNOUNCEMENT



Tirana International Airport SHPK (TIA) is seeking to hire a

Airline Business Development Expert

who will report to the **Aviation Business Development and Marketing Director** of the company.

Position Purpose:

Develop and manage relationships with legacy airlines and low-cost carriers, focusing on key accounts and fostering growth opportunities within TIA. Plan and support the development of new routes, identifying market opportunities for expansion. Collaborate closely with airlines to enhance their services and optimize their operations at TIA. Assist in negotiations and business development to foster mutually beneficial partnerships with airlines. Provide data-driven insights and market analysis to support effective route planning and airline engagement. Represent TIA at international aviation events to maintain and strengthen TIA's position as a key hub for airlines..

Main tasks and responsibilities of the position:

(for indicative purposes only. The responsibilities listed below can be subject of change upon recruitment)

- Develop and manage relationships with legacy airlines and low-cost carriers, focusing on key accounts and fostering growth opportunities within TIA.
- Plan and support the development of new routes, identifying market opportunities for expansion.
- Collaborate closely with airlines to enhance their services and optimize their operations at TIA.
- Assist in negotiations and business development to foster mutually beneficial partnerships with airlines.
- Provide data-driven insights and market analysis to support effective route planning and airline engagement.
- Represent TIA at international aviation events to maintain and strengthen TIA's position as a key hub for airlines.

Requirements of the position:

- University degree in Business, Aviation, Economics, or a related field.
- At least 2-3 years of experience in airline business development, route planning, or aviation management, ideally within an international airport context.
- Proven experience in relationship management with legacy airlines and low-cost carriers.
- Strong negotiation, analytical, and communication skills.
- Proficiency in English (additional languages are a plus).
- Passion for aviation and business development.
- Experience in relationship management with legacy carriers and low-cost airlines.
- Strong knowledge of route development and airline network planning.
- Excellent negotiation and communication skills.

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- Proficiency in additional languages (Arabic or European languages) is a plus

Application Procedure:

To apply for the above mentioned position the applicants should fulfill the Application Form, which can be found in [Tirana International Airport](http://www.tirana-airport.com), and submit it via email to **human-resources@tirana-airport.com** with:

- Subject: [Name Surname] – **Airline Business Development Expert**
- Attachments: Application Form + CV (PDF/Word)

Human Resources Department will contact only candidates selected from the documentation screening.