

**AIRPORTS AUTHORITY OF INDIA
RAJIV GANDHI BHAWAN
SAFDARJUNG AIRPORT
NEW DELHI – 110003**

Advt. No.: 4/2015

NAME OF THE POSITION

Post code	Name of the Position – on purely contractual basis	Vacancy
01	Deputy Head – Commercial & Business Development	1 (One)

SCHEDULE OF THE CPSE : 'A'

EMOLUMENTS:

Approx. Rs. 1.50 Lacs per month on lump-sum basis with no increase during the period.

In addition to above, reimbursement of Telephone charges upto a maximum limit of Rs.1000 per month & Conveyance Charges upto a maximum limit of Rs.3000/- per month is applicable.

1. COMPANY PROFILE

Airports Authority of India was formed on 1st April, 1995 by an Act of parliament on merger of International Airports Authority of India and National Airports Authority with the objective to have an integrated development expansion and modernization of the airports. In India of international standards. The main function of AAI include construction, modification and management of passenger terminals, development and management of Cargo terminals, maintenance of Apron, infrastructure including runways, taxiways and air navigational services including Air Traffic Management and Communication, Navigational & Surveillance.

2. JOB DESCRIPTION AND RESPONSIBILITIES

Deputy Head – Commercial & Business Development

- (a) To undertake market research & analysis and produce business plans/recommendations (including the associated costs and revenue forecast for the business) and also to ensure that all business development opportunities i.e. new products, services and markets are optimized.
- (b) To collate and analyse business data pertaining to various commercial activities of AAI and to make plan for optimal use of the resources available in different Airports.

- (c) To maximize the commercial exploitation of the terminal space on the city side, terminal and air side for different activities such as F&B, Retail, DFS, Advertisement, etc., without compromising with the operational requirements of the Airport.
- (d) To explore and innovate new business opportunities at the terminal which are in tune with global trends.
- (e) To ensure that all commercial activities are in accordance with budget, cost, volume and efficiency targets [Key Performance Indicators (KPIs)] and in line with business objectives.
- (f) To develop and implement the commercial strategy for the business of AAI.
- (g) To undertake the value drivers of the business and identify profitable commercial opportunities at airports to enhance the revenue of AAI.
- (h) Championing and leading AAI's commercial interests with all stakeholders and service providers i.e. ground handling, cargo handling, flight catering, car parking, etc.

Any other responsibilities assigned by the AAI management from time to time.

3. ELIGIBILITY

I. AGE LIMIT : Age as on 01.04.2015

Maximum –55 years, Minimum – 35 years

II. QUALIFICATION AND EXPERIENCE

Post Code	Name of the post	Qualification
01	Deputy Head – Commercial & Business Development	Graduate or MBA of 02 years duration preferably from reputed institutes in India or abroad.

- (i) Minimum qualification is relaxable in the case of deserving candidate, having relevant and adequate experience.
- (ii) Executives having requisite qualification and experience in the Govt./PSU/Private sector organizations of repute having 12 years' relevant experience at senior position are eligible to apply.

III. DESIRABLE QUALIFICATION

PG Degree/Diploma with specialization in Contract Management/ Materials / TQM or Degree in Law from a recognized Indian University/ Institute.

IV. DESIRABLE SKILLS

- Ability to work collaboratively with others to provide a high quality service.
- Project management skills.
- IT skills.
- Financial background or any experience of business development or of merger, acquisition etc., if any.

4. **DURATION OF APPOINTMENT**

The post is on purely contract basis and not on lien or deputation basis from other Govt. organization. The contract period shall initially be for a period of three years or earlier; which may further be extendable by another two years based on performance of the incumbent and need of the organization/company. The services can be terminated by giving 15 days notice and the decision of the AAI be final. The position is having an all-India service liability.

The selected incumbent shall be on probation for a period of one year and will continue to serve for the remaining period on performance. The period of notice for resignation shall be two months. AAI reserves the right to terminate the service without assigning any reason, giving two month notice or pay in lieu of notice period.

5. **SUBMISSION OF APPLICATIONS**

AAI reserves the right to shortlist / reject candidature without assigning any reason.

Applications must contain a write-up on self not exceeding 500 words with coverage on experience/tasks executed and future plans.

Application completed in all respects may be forwarded to Executive Director (HR), Airports Authority of India, Rajiv Gandhi Bhawan, Safdarjung Airport, New Delhi – 110 003 or through e-mail: rectt.ipa@aai.aero on or before 24.09.2015.

EXECUTIVE DIRECTOR (HR)

**Affix Recent
Passport size
coloured
Photograph

(Self Attested)**

**APPLICATION FORMAT
(Fill up in Capital Letters only)**

1.	Post Applied for	:	DEPUTY HEAD – COMMERCIAL & BUSINESS DEVELOPMENT ON JOB CONTRACT BASIS
2.	Name of the applicant	:	
3.	Father's Name	:	
4.	Date of Birth	:	
5.	Age as on 01.05.2015	:	_____ years _____ months
6.	Category (Gen/OBC/SC/ST)	:	
7.	Gender	:	
8.	Contact Address Present : Permanent:	:	
9.	E-mail ID All the correspondence will be made only on this e-mail ID	:	
10.	Presently working with	:	
11.	Post presently held	:	
12.	Write-up on self not exceeding 500 words with coverage on experience / tasks and future plan	:	Sheet enclosed.

13. Experience Details

Name of the organisation	Designation/Position Held	Nature of Work	Pay Scale with Grade Pay	Duration

14. Educational Qualification

Name of Exam	Name of University/Institution/ Board of Passing	Subjects /Stream	Month & Year of Passing	% of Marks Secured
10 th /Equivalent				
12 th /Equivalent				
Graduation/Equivalent				
Post-Graduation/Equivalent				
Others				

I hereby declare that the information furnished in the application are true, complete and correct to the best of knowledge and belief. I understand that false statement and/or suppression of any material fact in this application will be considered sufficient cause for withdrawal of my candidature/appointment/order/dismissal at any stage or after appointment, without notice.

Date: _____

Candidate's Signature