

ISLAND

AVIATION SERVICES LIMITED



maldivian

Ref No: IAS/MIS/2025/1390

Date: 19th May 2025

TERMS OF REFERENCE

Position Name	Distribution & Partnerships Strategist
Job Reference no	JA/2025/68
Reports to	Chief Commercial Officer
Work location/ Department	Corporate Head Office / Commercial Division
Contract Period	02 Year
Job Description	<ul style="list-style-type: none"> Responsible for developing and executing strategic airline partnerships and optimizing distribution channels to maximize revenue contribution and market presence. The role includes conducting market research, identifying new interline and codeshare opportunities, enhancing revenue management and pricing strategies, and managing channel performance. This position will work closely with the Sales, Marketing, Revenue Management, and Network Planning teams to align commercial initiatives with company goals.
Key Responsibilities	<ul style="list-style-type: none"> Lead market research and partnership development initiatives to drive strategic revenue growth. Manage omnichannel distribution strategies, fare structures, and pricing optimization across all international sales channels (direct, GDS, OTA, corporate). Negotiate and manage interline, codeshare, and B2B distribution partnerships. Analyze booking patterns, market demand, and competitor pricing to recommend and implement dynamic pricing and inventory management strategies. Provide short-term and long-term demand and revenue forecasts to inform capacity planning and pricing decisions. Optimize distribution channel mix to reduce cost of sales and maximize overall revenue contribution. Define and monitor KPIs such as revenue uplift from new partners, channel cost efficiency, and booking conversion rates. Continuously refine distribution and partnership strategies through data-driven insights and market feedback. Collaborate with internal departments to ensure partnership and distribution strategies are fully integrated into the overall commercial plan.
Requirements	<ul style="list-style-type: none"> Master's in Business Management / Aviation Management or related field with minimum 06 years of relevant work experience in a managerial role within an international airline.

	<p>OR</p> <ul style="list-style-type: none"> ▪ Bachelor's Degree in Business Management / Aviation Management or related field with minimum 08 years of relevant work experience in managerial role within an international airline. <p>AND</p> <ul style="list-style-type: none"> ▪ Proven experience in airline distribution, partnerships, or commercial strategy in an international airline. ▪ Track record of successfully executing interline and codeshare agreements and optimizing distribution channels. ▪ Ability to develop structured processes for partnership execution and revenue-focused distribution management.
Competencies	<ul style="list-style-type: none"> ▪ Expertise in airline pricing models, fare structures, and revenue management principles. ▪ Strong understanding of interline, codeshare, distribution, and B2B commercial agreements. ▪ Advanced negotiation and relationship management skills with airports, GSAs, OTAs, and corporate buyers. ▪ Excellent analytical and forecasting abilities using data-driven approaches. ▪ Strong cross-cultural communication and project management skills. ▪ Self-driven, structured, and capable of managing complex multi-stakeholder projects independently.
Salary and Benefits	<ul style="list-style-type: none"> ▪ Competitive salary with health care benefits and travel perks according to Company policy.
Deadline	<ul style="list-style-type: none"> ▪ 19th June 2025
Interview and selection	<ul style="list-style-type: none"> ▪ Only shortlisted candidates will be called for the interview
How to apply	<ul style="list-style-type: none"> ▪ Interested candidates may apply through our online job portal by visiting Maldivian website (careers.maldivian.aero). ▪ Educational certificates acquired from overseas institutions must be accredited by MQA. ▪ Applications with inaccurate information, which do not meet the above requirements and which are incomplete will be disqualified.