

ZAMBIA AIRPORTS CORPORATION LIMITED

EMPLOYMENT OPPORTUNITY

Zambia Airports Corporation Limited is a reputable Aviation Organization with a vision to provide World Class Airport and Air Navigation Services at the four designated International airports in Zambia, namely; Kenneth Kaunda in Lusaka, Simon Mwansa Kapwepwe in Ndola, Harry Mwanga Nkumbula in Livingstone and Mfuwe and Ten (10) provincial and strategic aerodromes.

The Corporation's mission is to develop and manage airport and air navigation infrastructure and services to international standards, meeting stakeholders' values while profitably contributing to the national economic development.

In pursuit of the Corporation's vision and to effectively discharge its mandate, an opportunity has arisen for the position of Director Commercial Services.

Applications are invited from suitably qualified and experienced Zambian citizens to fill the below mentioned position.

POSITION: DIRECTOR COMMERCIAL SERVICES

1. JOB PURPOSE

Direct and monitor the execution of Commercial Services unit operations, in line with the relevant legislation, overall ZACL strategy, policies, standards and practices to ensure business profitability.

2. KEY RESPONSIBILITIES

- a) Determine Commercial Services strategy and operational plan and accountable for unit's business performance
- b) Direct and monitor the execution of Commercial Services unit's operations and processes
- c) Manage and monitor Commercial Services unit's financial planning, forecasting, expenditure and reporting processes
- d) Manage and monitor the unit's governance, reporting, and stakeholder management processes
- e) Direct and monitor employee engagement, people and performance management processes.
- f) Direct and monitor the planning and execution of strategic initiatives/projects and operational excellence programmes

3. **KNOWLEDGE, SKILLS AND EXPERIENCE**

- a) Full Grade 12 certificate with at least Five O' Level Credits including English language and Mathematics.
- b) Bachelors' Degree in Economics, Business Administration, Banking, Corporate Investment or equivalent
- c) A qualification in Financial Investments will be an added advantage
- d) At least 8 years' post graduate work experience which include 5 years in a Management capacity.

4. **KEY COMPETENCIES**

- a) Proven strong leadership and co-ordination skills
- b) Be able to influence change and make decisions at the highest level based on an in depth understanding of market risk and asset management
- c) Excellent marketing skills
- d) Business development and marketing
- e) Contract and Real Estate Management Ability to effectively communicate at all levels and implement any changes to policy and also enhance organisational processes
- f) Self-starter, able to take responsibility and respond effectively to a varied and demanding range of tasks
- g) Strategy formulation, implementation and analysis

5. **OVERALL COMPETENCIES**

- a) Client/Stakeholder orientation-internal/external
- b) Development of others
- c) Team work
- d) Leadership
- e) Personal effectiveness
- f) Change management

5. **REMUNERATION**

This is a contractual job and an attractive package will be awarded to the successful candidate. The position is tenable for an initial contract period of three (3) years.

Applications with **detailed curriculum vitae** and certified copies of all relevant academic and Professional certificates, copy of **National Registration Card (NRC)/ Passport** and other relevant documents to support your application with contact details indicating day time telephone/fax numbers, names and contact addresses of three (3) traceable referees,

should be submitted in a sealed envelope to the under signed by close of business on 16th April' **2019**.

The Managing Director
Zambia Airports Corporation Limited
Head Office
Kenneth Kaunda International Airport
P. O. Box 30175
LUSAKA.

Or by email to: recruitment@zacl.aero

Please note that only short listed applicants who meet the above profile will be contacted.