

The InterVISTAS Consulting Group has an immediate opening for an experienced individual in Airline Route and Network Development.

This position will support the Airlines and Air Service Development practices by providing analytical expertise in the areas of commercial strategy, financial modelling and network planning. Additionally you will assist with business development, including proposals, client networking and product development.

Consultant / Senior Consultant, Airline Route & Network Development

Minimum Requirements:

- 3-5 years' experience in a management consulting firm, an airline commercial function, or a business analyst role in the aviation/transportation/tourism industry
- An undergraduate degree (minimum), and preferably a master's level university degree in economics, commerce, business administration, finance, statistics, and/or mathematics
- Strong analytical capabilities, including Excel modelling (familiarity with VBA, SQL, Python and statistics software is an asset)
- Demonstrated passion for the aviation business and willingness to travel
- Strong writing skills are a *must have* requirement
 - You are a clear, well-organized writer. Your writing ability covers both the ability to document technical research and to provide clear prose motivating and describing research results.
- Project management, organization and delivery skills
- Ability to translate client requirements into a commercially viable project
- Comfort at the front of the room, leading presentations
- An entrepreneurial spirit and willingness to "go get work"!
- An eagerness and pre-disposition to serve and surpass clients' needs
- Confidence and an understanding of what it takes to be a reliable team player
- Familiarity with aviation data sources, industry passenger market share forecasting and network design tools and/or other commercial airline planning and revenue systems
- An interest in current economic trends and events, particularly in the aviation industry

Key Responsibilities:

- Conduct market analysis, route forecasting and long term network design in order to maximizing the financial return for airlines
- Perform optimization analysis on complex hub networks to maximize revenues and variable contribution for airlines
- Lead market analysis and feasibility studies for start-up carriers
- Provide airline financial modelling expertise and develop financial models that account for passenger and non-passenger revenues, as well as direct and indirect costs
- Develop business plans for airline turnaround and start-up projects
- Develop pro forma financial statements for airlines
- Lead aircraft selection, fleet planning, and analysis associated with fleet management activities for airline projects
- Develop airline business cases and strategies on behalf of airport or government clients
- Conduct market demand research using industry data sources
- Support business development efforts, including the sale of projects
- Market and promote the Company's services to prospective clients in the airports, airlines and tourism industries
- Develop proposals in response to RFPs and target client leads
- Keep abreast with industry research in airline network design, hub analysis and network modelling activities

This position will be located in either of the following InterVISTAS' office locations: Vancouver, BC or Boston, MA.

To apply for this position, forward your cover letter and resume to careers@InterVISTAS.com quoting "**Airline Consultant**" in the email header.

The InterVISTAS Consulting Group is a leading management consulting company with extensive expertise in **aviation, transportation and tourism**. InterVISTAS has offices in Canada, the United States and Europe, and we have successfully delivered projects to clients in over 75 countries worldwide. Our competitive advantage is the applied expertise of our energetic team of top caliber professionals. Find out more about our team at www.intervistas.com.