

DIRECTOR OF BUSINESS DEVELOPMENT

The Director of Business Development (the Director) is a forward-looking, strategic and critical thinker who drives the securing of new clients for BCAA by identifying, qualifying and securing business opportunities. The Director maintains positive relationships with existing clients to ensure they remain satisfied; overseeing the maintenance, growth and diversification of the BCAA's client base.

Reporting to the Director General, the Director of Business Development will build on and work with the established infrastructure, including country specific materials, publications and existing BCAA branding. Whilst BCAA is headquartered in Bermuda a large percentage of the time will be interacting with teams overseas and travelling to promote the merits of the Bermuda Registry.

BCAA is an aviation regulatory agency, with the tenth (10th) largest aircraft registry in the world. Our staff of pilots, engineers and related administrative functions are available to support the development of contacts and materials, in keeping with the directives of the International Civil Aviation Organisation (ICAO) and the UK CAA through Air Safety Support International Limited.

REQUIRED QUALIFICATION, KNOWLEDGE, SKILLS AND EXPERIENCE:

Education/Knowledge:

- Bachelor's Degree in a business or aviation-related discipline is required
- Working knowledge of the aviation industry including civil aviation regulatory matters
- Proven management experience
- Familiarity with current industry events and conditions; and
- Computer literate with proficiency using the Microsoft Office suite of applications

- A second language to English would be an asset. Russia is a large market for BCAA

Relevant Experience:

A minimum of 10 years' experience in a business development role, preferably with involvement in airworthiness and/or flight operations; or a combination providing an equivalent level of experience.

This is a demanding yet exciting role. Hours may be long and irregular and a willingness to travel is required. The successful candidate must demonstrate a commitment to continued professional growth and development and remain abreast of technical, legislative, regulatory, and any other related changes. A diplomatic approach to this work is required along with a cultural awareness for working in a multi-cultural environment.

Candidates who do not meet the formal education requirement but exceed the experience requirements and are able to provide evidence of a track-record of exemplary performance in all other areas, may be considered.

Interested candidates should apply in writing and include a detailed resume and three (3) professional references to: Ms Tracy Marshall, Office Manager, Bermuda Civil Aviation Authority, Channel House, 12 Longfield Road, St. David's DD 03

Email: BCAAjobs@bcaa.bm Telephone: 293-1640

Closing date: 18th September, 2020