

## **Business Consultant Position**

### **Business Consultant Responsibilities:**

- Manages and prepares business studies and efforts including airline, parking, rental car, and other airport tenant solicitations, contracts, and negotiations; airport business plans/competitive assessments; FBO/general aviation contracts/business plans; airport minimum standards; non-airline revenue generation and other airport business strategy efforts
- Undertakes airport industry research and summarizes information by preparing analyses and reports
- Develops business strategies for clients based on established business/financial goals; matching business goals with appropriate business objectives
- Prepares and participates in client presentations and marketing efforts
- Performs project management, prepares scopes of work, and project budgets
- Develops overall project assignment approach, plan, and analysis methodology with client and/or project manager
- Negotiates agreements on behalf of airport clients with prospective airport tenants

### **Business Consultant Desired Skills:**

- Minimum of Bachelor's degree in business administration or economics. Preferred Masters of Business Administration.
- Minimum of 5 years of experience in aviation business/financial consulting, airport management in finance or properties, airline corporate real estate, or related field
- Familiarity with the airport/airline industry
- Prior consulting experience
- Strong analytical and writing skills including experience with Excel, Word, and PowerPoint
- Aptitude in creative problem-solving
- Outstanding verbal and written communications skills

\*By submitting a resume for any open position listed, the applicant gives consent to Trillion Aviation to investigate their background and qualifications. Any applicant that does not meet the minimum background or expertise listed in the job solicitation will not be considered. Additionally, any wrong or incomplete information will disqualify the applicant from further consideration for employment.

Trillion Aviation is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

Nothing in the job postings or job description should be construed as an offer of employment or guarantee of employment.

If you are interested in joining the Trillion Aviation team, please send your resume and indicate the position you are applying for to the following address: [hr@trillionav.com](mailto:hr@trillionav.com).