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## **JOB DESCRIPTION**

### **Regional Representative, TIACA**

**(part time)**

#### **Locations:**

**Latin America x1**

**North Asia x1**

**Africa / Middle East x1**

**Asia Pacific x1**

#### **Position Description:**

Reporting to the Director General, the TIACA Regional Representative will be responsible for the promotion and implementation of all TIACA policies and positions agreed by the Board, working a few days each month. The successful applicant will interface with current and prospective members, regional bodies and respective government agencies. Participating at agreed regional events and securing commercial customers supporting the achievement of the overall organizational commercial targets.

#### **Specific Responsibilities:**

- Specifically responsible to manage member relationships, ensuring regular dialogue to seek member views on association programs and activities.
- Issue quarterly member newsletter in local language detailing TIACA activities and news.
- Promote TIACA membership benefits to prospective new members, ensuring at least 4 new members join each year, receiving additional commission based remuneration.



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- Liaise with regional and national bodies such as airline, airport, freight forwarder, ground handling and shipper associations, developing relationships, identifying areas of common interest and implementing joint activities.
- Developing a TIACA regional action plan and providing input to the DG on regional priorities that can be presented to the Board.
- Represent TIACA at agreed regional events ensuring that TIACA agreed positions are presented successfully.
- Promote specific TIACA programs such as BlueSky, the Air Cargo Forum, the Executive Summit, Training portal and others as they are developed.

**Education, Qualification, Skills and Experience:**

- Air Cargo professional experience at senior level.
- Excellent network of industry contacts.
- Strong commercial background, innovative & entrepreneurial approach
- The ability to work in a global, multicultural environment.
- Ability to work under pressure and adapt to change.
- Excellent communication capabilities, building trust and engagement within the industry.
- Fluency in oral and written English and relevant languages for the region represented.