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JOB DESCRIPTION

TIACA Regional Representative, UAE (initial 9-month contract, part time – 40%)

Location:

United Arab Emirates

Position Description:

Reporting to the Director General, the TIACA Regional Representative UAE will be responsible for the promotion and implementation of all TIACA policies and positions agreed by the Board, working approximately 40% 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.

The applicant will be instrumental in assuring the TIACA Air Cargo Forum 2025, to be held in Abu Dhabi is a success.

Specific Responsibilities:

- Promote specific TIACA programs such as BlueSky, the Air Cargo Forum, the Executive Summit, Training portal and others as they are developed.
- Specifically responsible to manage member relationships, ensuring regular dialogue to seek member views on association programs and activities.
- Promote TIACA membership benefits to prospective new members, ensuring at least 4 new members join each year, receiving additional commission-based remuneration.
- 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.



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Education, Qualification, Skills, and Experience:

- Air Cargo professional experience at senior level.
- Excellent network of industry contacts with a middle east focus.
- 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.