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For more information, visit our web at

COMMERCIAL DIRECTOR

ABOUT THE OPPORTUNITY

Position: Commercial Director

Location: South Africa

Employment Type: Executive, Full-time

Reporting To: Airport CEO

Closing Date: 29 August 2025

- Transforming South African Aviation
- As Africa Sky Airports Group prepares for an airport upgrade in South Africa from Category 2 to Category 5, we seek a visionary Commercial Director to drive our revenue strategy and position us as Africa's next premier aviation hub.
- This executive role offers the unique opportunity to:
 - Build commercial operations from the ground up for a Category 5 facility
 - Triple non-aeronautical revenue within 5 years
 - Negotiate with global brands and airlines for our new international terminal

Send your CV and portfolio to:

✉ careers@africaskyairportsgroup.com

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🌐 www.africaskyairportsgroup.com

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KEY RESPONSIBILITIES

- Your Mission
- As Commercial Director, you will architect and execute the commercial strategy for our upgraded facility, focusing on:
 - 1. Revenue Generation & Business Development
 - Develop and implement a 5-year commercial masterplan to increase total revenue by 300%
 - Secure anchor tenants for our expanded retail precinct (15,000m²+ space)
 - Negotiate new airline contracts to leverage our Category 5 capabilities
 - Pioneer innovative revenue streams (aerotropolis development, cargo logistics parks)
 - 2. Non-Aeronautical Revenue Optimization
 - Oversee all commercial portfolios:
 - Retail & F&B concessions (targeting 30% premium brands)
 - Advertising/media rights
 - Parking & ground transportation
 - Property development (hotels, offices, logistics)
 - Implement data-driven pricing strategies using passenger flow analytics

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KEY RESPONSIBILITIES

- 3. Strategic Partnerships
- Lead negotiations with:
 - Global duty-free operators (Dufry, Heinemann, etc.)
 - Airline route development teams
 - Government export promotion agencies
 - Cargo operators for new cold chain facilities
- 4. Commercial Operations for Category 5 Transition
- Design commercial models for:
 - New VIP/FBO facilities
 - Expanded cargo handling capabilities
 - Aircraft maintenance zones
- Ensure all commercial contracts comply with ICAO Category 5 operational requirements

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QUALIFICATIONS & EXPERIENCE

- Essential Qualifications:
- Master's in Business Administration, Commercial Management, or Aviation Economics
- 10+ years senior commercial leadership in:
- Airport/aviation environments (Category 3+ preferred) OR
- Large retail/real estate developments (50,000m²+)

DESIRED SKILLS

- Skills & Competencies:
- Proven success growing airport non-aeronautical revenue (minimum 20% YOY)
- Portfolio of negotiated contracts exceeding R500 million
- Experience with:
- Duty-free/travel retail operations
- Air service development
- Commercial property management
- Leadership Competencies: Strategic thinker with data-driven decision-making
- Exceptional stakeholder management (airlines, regulators, tenants)
- Innovative approach to customer experience monetization

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WHY JOIN US?

- Your commercial strategy will directly enable:
- Funding critical infrastructure through commercial revenue
- Creating 300+ local jobs through new developments
- Positioning of the airport as a 4-star Skytrax-rated facility

HOW TO APPLY

- Interested candidates should submit their CV, cover letter, and relevant certifications to (careers@africaskyairportsgroup.com) with the subject line ("Commercial Director Application")
- Application Deadline: **29 August 2025**
- Join us in redefining excellence in aviation!
- Africa Sky Airports Group is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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