



## VP ACMI. BANGKOK, THAILAND

**Avia Solutions Group**, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider and a leader in end-to-end capacity solutions for airlines worldwide, is looking for a **VP of ACMI**. This role will be responsible for providing strategic leadership and direction for the ACMI business unit, with the goal of maximizing revenue generation and profitability. The VP will oversee and manage all aspects of the airline's ACMI commercial operations, ensuring alignment with corporate objectives and market demands.

**The VP ACMI** will be responsible for selling the capacity of three airlines and ensuring that our ACMI group companies operating in the region (initially BBN Airlines Indonesia, Thai SmartLynx, and Avion Express) meet their growth and expansion targets. Thai SmartLynx will be the official employer.

We are seeking a candidate based in **Bangkok** or someone willing to relocate, with a full relocation package provided.

### **Authority:**

- ACMI Sales Strategy Oversight: Authority to design and execute ACMI sales strategies aligned with organizational objectives within defined guidelines.
- Relationship Management and Collaboration: Authority to foster relationships with key stakeholders, collaborate internally and externally, ensuring successful contract execution within established collaboration structures.
- Industry Insight and Contract Expertise: Authority to analyze industry trends, negotiate and execute ACMI contracts, providing strategic guidance to support business growth within defined frameworks.

### **Responsibilities:**

- Comply with daughter companies and in general ASG's policies, guidelines, manuals, and instructions.
- Developing and implementing ACMI sales strategies that align with the organization's goals and objectives.
- Building and maintaining strong relationships with key customers and partners, including airlines, leasing companies, and regulatory bodies.
- Collaborate with team of sales to achieve revenue targets and other key performance indicators.
- Collaborating with internal teams, including operations, legal, and finance, to ensure successful contract execution.
- Developing and maintaining a deep understanding of the aviation industry and market trends to identify new opportunities and potential risks.
- Negotiating and executing ACMI leasing contracts with customers, ensuring compliance with all regulatory requirements.
- Managing the contract renewal process, including negotiating new terms and pricing.
- Provide strategic guidance and support to the executive management team on ACMI commercial

matters.

- Evaluate and pursue potential partnerships, alliances, and business opportunities to expand the airline's ACMI market presence.

**Requirements:**

- Minimum bachelor's degree in business administration, marketing, aviation management, or a related field is generally required.
- Extensive and progressive experience in ACMI, business development, or a related field within the airline.
- Familiarity with industry regulations and compliance requirements.
- Knowledge of ACMI systems and operations and their monitoring processes.
- Experience in conducting audits, inspections, and ensuring compliance with safety and security regulations.
- Effective communication and collaboration skills for working with carriers, suppliers, and other stakeholders.
- Problem-solving ability to address operational challenges and optimize routes.  
Proficiency in English.

Salary: from 4000 € to 5000 € (brutto)

---

Avia Solutions Group, the world's largest ACMI (Aircraft, Crew, Maintenance, and Insurance) provider, operates a fleet of 221 aircraft on 6 continents. Supported by 14,000 professionals, the group is the parent company to over 250+ subsidiaries including SmartLynx Airlines, Avion Express, BBN Indonesia Airlines, and KlasJet. The group also provides a range of aviation services: MRO (Maintenance, Repair, and Overhaul), pilot and crew training, ground handling, as well as a variety of associated aviation.