



For our group company ABC/AFL we are looking for our Frankfurt / Airport office a

Revenue & Capacity Control Agent (RCC) (f/m/x), full-time, soonest

Brief Description

In the role of a Revenue & Capacity Control Agent you will be responsible, in close cooperation with other regional functions (Sales, Customer Service, Operations, General Sales Agents), stations, and RCC units in other regions (RCC-US, RCC-APAC), for optimization of available capacity, supporting Sales & Customer Service (CS) effort and ensuring optimal commercial utilization of flights, leading to maximization of revenue return. In this role you will be able to learn about air freight industry and realize the opportunity to grow as an industry professional, contributing to the success of one of the fastest growing air freight operators in the world and member of "Volga-Dnepr" Group of companies.

Main Duties

- Monitor and update current status of bookings on the selected low frequency or commingle flights, including connecting flights. Advise Sales and CS Teams of necessary action
- Process ad-hoc space requests from stations and coordinate capacity based on priority parameters
- Monitor bookings for special cargo and ensure timely coordination with connecting stations and hub, confirm space availability and priority for special cargo
- Coordinate adjustments in capacity allocations between different stations in EMEA Region based on availability and the agreed allocation/free sales proportions
- Resolve internal conflicts over capacity allocations
- Assign priorities for moving traffic through the hubs, maintain backlog in hub within the agreed proportion
- Coordinate space availability requests sent by other regions
- Analyze daily / monthly schedule updates, coordinate and confirm schedule drafts with regional management and HQ
- Revenue analysis and reporting:
- Maintain ongoing statistics for regional performance
- Analyze performance indicators, identify issues and suggest improvement
- Identify revenue generating opportunities, leading to optimization of regional and network performance
- Analyze the value of project transportation requests, develop uplift schedule for project traffics

Required Skills

- Completed Secondary Education, higher level of education is preferred
- Excellent Business English (verbal and written), next to fluent German language is highly preferred
- Experienced user of PC familiar with general business software programs (e.g. Excel)
- Familiar with compilation of different reports and able to read and understand analytical information
- Ability to prioritize and efficiently handle multiple tasks, delivering results under time constraints
- Ability to work under stress and handle conflict situations
- Strong communication, argumentation, reasoning and negotiating skills
- Well-developed sense of tact and humor, business ethics, habit to work in multicultural environment and to appreciate cultural differences
- Ability to remain impartial and consistent, placing interests of network above local and regional preferences
- Ability to take individual responsibility and work independently as well as in teams
- Personal integrity, friendly personality, respect for colleagues

We offer

In addition to classic benefits such as company pension plans and either a Job Ticket or a parking place, we offer the opportunity to work in an expanding company, pleasant work environment with a great team spirit.

Would you like to be part of our team?

Please send a covering letter and your full CV stating your salary expectation to hr.europe@airbridgecargo.com. We are really looking forward to meet you!