



Senior Executive - Alliances

Designation	Senior Executive - Alliances
Level	1B
Department	Loyalty
Division	Network & Alliances
Reporting Manager	Manager - Alliances

Job Overview: The holder of this position will be responsible for building, implementing and maintaining relationships with Vistara's airline partners. The position will entail testing for interline and codeshare implementation, negotiation of contracts and financials with the partner airlines.

Key Responsibilities

- Monitoring & handling system testing on Amadeus for IET
- Understanding of all GDSs to setup GBR (General business requirements) for IET setup
- Assisting interline & codeshare IROPS
- Handling GDS testing for Codeshare setup
- Implementation of IATCI (Inter Airline Through Check-In)
- Reviewing flight disruption agreements & other traffic agreements
- Prospecting new airline partners
- Maintaining relationship with all airline partners at the head office level
- Benchmarking OAL pricing, determining Vistara's SPA pricing levels and revenue estimations for potential airline partners

Skills/Attributes

- Excellent communication skills (written and verbal both)
- Good command over Excel and PPT
- Must be a strategic and analytical thinker

Work Experience

- Strong GDS knowledge and experience (Preferably Amadeus)
- Understanding of airline ticketing, fares, SPA & other agreement

Qualification

- Graduate from a recognized university

Location

Gurgaon

TATA SIA Airlines Limited

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