

## I. Company Brief Information

Company Name "Uzbekistan Airways" JSC

Organizational and Legal Form Joint-stock company

Company Establishment Date According to the Decree of the President of the Republic of Uzbekistan dated November 27, 2018 No.УП-55 measures to gradually improve the civil aviation of the Republic of Uzbekistan", "Uzbekistan Airways" Company was transformed to "Uzbekistan Airways" JSC

Information about Shareholders 100% owned by "Uzbekistan Airways" JSC

Area of Specialisation Managing Commercial Activities

Official web-site UZAIRWAYS.COM

## II. Advisor's Main Tasks

Main regulatory documents

- Air Code of the Republic of Uzbekistan
- Charter of "Uzbekistan Airways" JSC.
- Law of the Republic of Uzbekistan "On companies with Joint-stock"

Scope of Competence  
of the Advisor

The competences of Director of the Department of International Agreements and Commercial Agreements of “Uzbekistan Airways” will include:

- Enhancing the efficiency of “Uzbekistan Airways” policy and revenue management.
- Contributing to development of Interline framework of Special Prorate Agreements (SPA).
- Promoting company presence (participation in international meetings of IATA Tariff coordination conferences, as well as at face-to-face negotiations with representatives of foreign airlines and other interested parties) regarding tariff issues.
- Enforcing compliance with international law and treaties of international treaties in civil aviation of the Republic of Uzbekistan.
- Ensuring the drafts’ approval of Air Service Agreements and its modifications and amendments.
- Ensuring the fulfillment of “Uzbekistan Airways” obligations under the terms of international agreements (ASA, Interline, SPA, Code Share etc.).
- Enhancing “Uzbekistan Airways” performance in terms of existing Interline and Codeshare agreements by means of network extension, passenger flow and cargo increase, supporting the development of new bilateral Interline and Codeshare partnerships with foreign airlines.
- Maintaining development of “Uzbekistan Airways” activity in the areas of tourism.
- Ensuring the elaboration of travel packages for “Uzbekistan Airways”.
- Coordinating “Uzbekistan Airways” representatives’ activity abroad.
- Ensuring the participation of department staff in international meetings with colleagues from partner airlines.

### III. Requirements to Candidates for Director of the Department of Tariffs and Commercial Agreements “Uzbekistan Airways” JSC

Educational Requirements	<p>Higher education.</p> <p>Bachelor’s or master’s degree in the field of:</p> <ul style="list-style-type: none"><li>· maintaining international relations in civil aviation;</li><li>· competitiveness management;</li><li>· arranging airline commercial activity;</li><li>· international transport logistics;</li><li>· operating in global distribution systems (GDS) such as Amadeus, Sabre and others.</li></ul> <p>Doctors of Philosophy (Ph.D.) and Doctors of Science (D.Sc., S.D. or Dr.Sc.) are welcome and will be taken into account during the interview.</p>
Work Experience Requirements	<p>At least 5 years of work in aviation companies in accordance with the areas of the required education, including 2 years (at least) in managerial positions.</p>
Language Skills	<ul style="list-style-type: none"><li>· Russian and/or English (professional level);</li><li>· Uzbek (welcomed).</li></ul>

### IV. Terms of payment

Salary is determined after having an interview.

### V. Application procedure

To apply to this RFP, a Candidate shall send his/her CV in Russian for the attention of the Chairman of the Board of “Uzbekistan Airways” Joint-Stock Company, Mr. Ilkhom MAKHKAMOV, by e-mail office.nac@uzairways.com by June 01, 2021.

After the application submission deadline, active members of Management Board and members of Supervisory Board of “Uzbekistan Airways” Joint-Stock Company will review the documents of candidates on the basis of a selection commission.

Candidate selection process is conducted through an interview (either a face to face interview or a conference interview).



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