

SKILLS FRAMEWORK FOR AIR TRANSPORT SKILLS MAP – MANAGER (NETWORK PLANNING)		
Sector	Air Transport	
Sub-Sector	Airline	
Track	Network Planning	
Occupation	Network Planning Manager	
Job Role	Manager (Network Planning)	
Job Role Description	<p>The Manager (Network Planning) is responsible for traffic rights negotiations and the development of short to mid-term network and aircraft fleet plans. He/She collaborates with other managers to develop long-term plans and determines the impact of flight networks on aircraft fleet requirements. He arbitrates commercial terms of contracts with internal and external stakeholders and takes charge of the schedule planning processes to secure arrival and departure time slots. He also attends world slot guideline conferences to negotiate slot coordination with external stakeholders. He modifies and recommends products and services to meet customers' needs and cultivates close working relationships with airport agencies, authorities, customers and vendors.</p> <p>The Manager (Network Planning) has exceptional analytical skills and good commercial acumen to develop innovative solutions that can overcome tactical problems pertaining to network planning and scheduling. He participates in conferences and negotiations. He is detail-oriented and has deep industry expertise to anticipate customer needs. Furthermore, he possesses outstanding verbal and written communication skills for negotiating with senior internal and external stakeholders to meet the network optimisation plans of the organisation.</p>	
Critical Work Functions and Key Tasks	Critical Work Functions	Key Tasks
	Optimise flight networks	Collaborate with other managers to develop long-term plans and determine impact of plans on fleet requirements
		Participate in negotiations for traffic rights to new markets
		Develop short-term to mid-term network and aircraft fleet plans
		Negotiate commercial terms of contracts with internal and external stakeholders
		Implement strategies to enhance route profitability and agility of flight networks
	Manage flight schedules	Manage the schedule planning processes and ensure adherence to International Air Transport Association (IATA) guidelines
Secure arrival and departure time slots based on flight schedules, aircraft turnaround activities and airport constraints		
Attend world slot guideline conferences to negotiate on slot coordination		

		Manage airline slot portfolio through consultation with airports to improve existing slots and acquire new slots		
	Influence organisational development	Conduct interviews and make hiring decisions		
		Develop staff through capability development and coaching		
		Address complaints and key concerns impacting staff morale and performance		
		Lead change management in the organisation		
	Drive business development operations	Analyse customers' needs to modify products and services		
		Recommend new products and services to customers		
		Propose initiatives to enhance productivity and innovation		
	Build business network	Develop partnerships with airport agencies, authorities, customers and/or vendors		
		Work with diverse group of stakeholders to meet the needs of multicultural audiences		
Skills & Competencies	Technical Skills & Competencies		Generic Skills & Competencies (Top 5)	
	Airline Distribution Channel Strategies	Level 5	Leadership	Advanced
	Airline Marketing	Level 5	Problem Solving	Advanced
	Airline Operations Management	Level 5	Developing People	Advanced
	Airline Revenue Management	Level 5	Decision Making	Advanced
	Airport and Airline Economics	Level 5	Computational Thinking	Advanced
	Business Development	Level 5		
	Business Negotiation	Level 6		
	Change Management	Level 5		
	Data Analytics	Level 5		
	Innovation Management	Level 5		
	Learning and Development	Level 5		
	Manpower Planning	Level 5		
	Market Research	Level 4		
	Network Planning and Operations	Level 5		
	Route Forecasting and Development	Level 5		
	Scheduling and Slot Coordination	Level 5		
	Stakeholder Management	Level 5		
	Standard Operating Procedures Development	Level 5		
Technology Application	Level 4			

**Programme
Listing**

For a list of Training Programmes available for the Air Transport sector,
please visit:

www.skillsfuture.sg/skills-framework/air-transport

The information contained in this document serves as a guide.