



Windward Islands Airways International (Winair) N.V.  
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## **Windward Islands Airways International (Winair) N.V.**

Is a successful airline based in St. Maarten. We have a long history and are doing well in a dynamic, international setting. We have about 200 employees and will grow substantially in the coming years. Winair is investing in our employees, empowering them, and striving to be an excellent workplace for ambitious professionals. To support further growth, Winair is looking for:

### **Manager E-Commerce & Ancillaries**

**REPORTS TO:** Commercial Director.

#### **Job Scope**

The Manager E-Commerce & Ancillaries is responsible to maximize revenue generation and transactions through WINAIR's website, mobile and other sales channels.

#### **Tasks and responsibilities**

- Develop digital strategies to increase traffic acquisition and improve conversion rates for online sales.
- Monitor and evaluate web sales performance and targets achievement to facilitate continuous iteration and improvements.
- Manage supplier relationships and ensure roadmap requirements are adopted and delivered.
- Work closely with the marketing team to develop and execute digital marketing campaigns to drive traffic and increase brand visibility, improving cost efficiencies in media utilization.
- Manage and expand the ancillary portfolio, which includes flight-related services and non-flight related products.
- Conduct mobile app feasibility study and lead the development project.
- Generate regular reports and provide insights to management regarding the effectiveness of e-commerce strategies and initiatives.

## Qualifications

- A Bachelor's degree in Computer Science, Information Systems, Engineering or equivalent is preferred.
- Two (2) to three (3) years of E-Commerce experience.
- Technical and business operations knowledge with proven ability to drive solutions;
- In-depth understanding of the airline sales and distribution environment.
- Analytical, interpretive, and organizational skills.
- Excellent written, and verbal communication skills, presentation skills Interpersonal skills, and the ability to work with all levels of an organization.

We offer an independent, autonomous role with an attractive remuneration package, with the possibility to grow and develop within the company.

Are you the qualified person for this job? Do you have an interest in starting a new chapter with another company? If yes, please apply by sending a motivational letter, a Resume, and a valid passport copy to the Human Resources Department, [humanresources@fly-winair.com](mailto:humanresources@fly-winair.com).