

We are DFS Aviation Services

As part of the DFS Group, one of the world's largest air navigation service providers, we offer air navigation services and specialize in the distribution of software solutions as well as consulting and training services worldwide.

As a modern aviation company we stand for the perfect mix of well-founded experience and progressive ideas. A high quality standard is just as important to us as a lean organisation, international networking and honest ambitions.

Our offer:

- International working environment
- Attractive salary package
- 100% employer-financed company pension scheme
- Optimum work-life balance through the option of home office
- Company bike leasing, job ticket and free parking lots
- Corporate benefits, an attractive range of sport and fitness facilities
- Physical well-being: a canteen, free water and coffee
- a lounge with table football and much more...

We look forward to receiving your application stating your salary expectations and your next possible starting date.

Please send your application documents to your contact person

Lisa Holsten:

bewerbung@dfs-as.aero



DFS Aviation Services

www.dfs-as.aero

We are looking for

ATM Engagement Manager (f/m/d)

Full-time and permanent position at our company headquarters in Langen

Your responsibilities

- You are mainly responsible for customer support, acquisition of new projects, identification of sales opportunities and qualification of opportunities related to our Consultancy team.
- In close cooperation with our sales team you act as the principal contact for the development and execution of strategic alliances with industry organizations (e.g., joint initiatives, MoUs, partnerships).
- You act as the primary liaison for assigned key accounts, including ANSPs, civil aviation authorities, airports, and international organizations (e.g., ICAO, EASA, IATA).
- In addition, you explore and capture business opportunities across the ATM and airport domain, focusing on areas connected to ATM, including apron management services, ground handling efficiency, safety management, operational readiness, and digital transformation initiatives.
- You actively and independently support the preparation of technical offers for customers in order to win new consulting projects in the field of air traffic management in direct coordination with our Sales team.
- Moreover, you are responsible for projects act as Senior Consultant within your skill and experience Level. In this role, you also act as Delivery Manager.
- Within our Consulting team you mentor junior consultants and share best practices in project execution, safety management, and stakeholder engagement.
- You support the HoCP in all consulting, requirements and project management activities.
- In your role, you will report to the Head of Consulting & Projects (HoCP).

Your qualifications

- You hold a degree in Air Traffic Management, Aviation Management, Aerospace Engineering, or a comparable field. Prior experience as an air traffic controller is a must.
- You possess comprehensive knowledge of air traffic services, air traffic law, airspace structure, aviation organizations, and national, European, and international air traffic regulations.
- Furthermore, you have already gained professional experience (at least 15 years) in the described field and have in-depth knowledge of airspace design, operations and air traffic services, safety, and training.
- You have experience with air traffic control, flight information services and systems/tools used for the provision of these services.
- You are characterized by a confident demeanor, independent and goal-oriented work style. Analytical skills, flexibility, and a genuine enjoyment of teamwork round out your profile.
- You are curious, ambitious, eager to develop professionally, and willing to learn new things, topics, and specific software.
- Excellent knowledge of standard MS Office applications.
- Good to very good written and spoken English skills. Knowledge of a second language (Spanish and/or Arabic) is required.
- Willingness for frequent international business travels.