## **Shannon Group plc**







Since the 1st January 2013 Shannon Airport is operating as a fully independent and autonomous airport. In the coming months, legislation will be enacted which will provide for the creation of a new Shannon Group entity which will combine Shannon Airport and Shannon Heritage with the property assets of Shannon Development. This new organisation will develop both the airport and its property assets, sustainably grow annual passenger and visitor numbers and create an International Aviation Services Centre (IASC). The new entity, Shannon Group plc, will build on the Shannon region's distinguished heritage of innovation and industrial development to establish a globally recognised and internationally competitive aviation industry cluster.

MERC Partners has been retained to advise on the appointment of three senior executives.

## Chief Financial Officer (Ref: SGPCFO)

The Chief Financial Officer will be a performance leader and growth champion, and will play a key role in developing, monitoring and evaluating corporate strategy. Commercially aware, the successful candidate will be an independent thinker, have strategic insight and will provide leadership on all strategic and tactical matters as they relate to business planning, budget management, cost benefit analysis, forecasting and balance sheet optimisation.

## Chief Commercial Officer (Ref: SGPCCO)

The successful candidate will be responsible for the overall direction and delivery of a commercial strategy that will drive and grow both new and existing revenue streams. Particular emphasis will be placed on the optimisation of dwell time and the creation of ancillary revenue. This demanding role presents an exceptional opportunity for a proven leader, preferably from the airports industry, with the capacity to give experienced direction and vision in the realisation of latent opportunity.

## **Property Director (Ref: SGPPD)**

The Property Director will be responsible for the direction, operation and financial success of the substantial commercial and industrial property portfolios of the new entity. This requires the development of strategies that yield maximum income, increase the value and integrity of the properties and realise financial objectives and growth plans, as well as exploiting new business opportunities.

Reporting to the Chief Executive Officer, these new and challenging positions require experienced and inspirational leaders of exceptional calibre, who can effectively manage a diverse range of stakeholders. The successful candidates will bring strategic vision, business and financial acumen, proven relationship development skills and hands-on management capability.

Candidates will be exceptional communicators, experienced in organisational development and change management and with a demonstrable ability to create an inspiring and effective workplace culture for this new organisation. A solid record of achievement at or near chief officer/director level is essential, as is handson experience of business development or incubation, and the ability to demonstrate success in a competitive international industrial sector.

Candidates should write via email, in strict confidence, stating how they meet the above requirements, quoting the appropriate reference code and enclosing curriculum vitae, to:

MERC Partners, 12 Richview Office Park, Clonskeagh, Dublin 14, Ireland.

Telephone: +353 1 206 6700 | info@merc.ie | www.merc.ie