



Candidate Brief

Brief for the position of
Secretary General, Fédération Aéronautique
Internationale
May 2009



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Overview

FAI was founded in 1905 and is the international sporting federation for air sports. Based initially in Paris, the FAI moved in 1998 to Lausanne and now represents air sports on behalf of 100 member countries.

The FAI awards and supervises international and continental air sport championships around the world and sets and maintains the rules for each of the ten flying sports, which are represented by individual Sporting Commissions for:

Ballooning
Powered Flying
Gliding
Aeromodelling
Parachuting
Aerobatics (powered and glider)
Hang Gliding & Paragliding
Rotorcraft
Microlights & Paramotors

The *Air Sport General Commission* makes rules applicable to all sports.

FAI activities also include the establishment of rules for the control and certification of world aeronautical and astronautical records. In addition, the federation promotes skill, proficiency and safety in global aeronautics.

Responsibilities and Duties

The Secretary General will report directly to the President and will serve as the Chief Executive Officer of the FAI with direct responsibility for all staff functions. The Secretary General is responsible for the day-to-day executive and administrative functions

of the FAI, and will have a number of specific responsibilities:

- Deliver the long-term vision and strategic plan for the FAI, ensuring that air sports become increasingly available and attractive to future generations worldwide.
- Build strong relationships with, and support, national ambassadors and individual sport commissions to achieve their own objectives within their respective countries and sports, whilst also creating a forum to share experience, common values and objectives globally.
- Deliver a robust commercial strategy incorporating sponsorship, marketing and media coverage, decreasing the reliance of the federation on members' subscriptions.
- Work with member federations and air sport commissions to conserve and exploit FAI's aeronautical heritage and expertise in order to ensure increased participation and deliver commercial opportunities.
- Secure the long-term funding strategy for the FAI against agreed budgets and objectives.
- Be directly responsible for the delivery of bespoke federation projects and events, which will involve extensive travel, often out of normal working hours.
- Ensure the World Air Games continues as FAI's flagship event whilst also developing and promoting the global calendar of events in conjunction with member countries and sport commissions.
- Deliver on the opportunities provided through new technology and adapt the organisation to

- incorporate new trends and technologies into the strategic plan.
- Be responsible for ensuring that FAI continues to act as a central source of information and reliable provider of knowledge to the global air sport community.
- Day-to-day responsibility for the operations and administrative team in Lausanne, providing appropriate levels of leadership and management to a small team of individuals.

Candidate Profile

The postholder will need to show evidence of the following skill-sets, experience and understanding;

- A fundamental knowledge of and experience within the aviation sector, preferably with personal experience of air sports. Additional experience within the sports industry would be beneficial.
- Experience in crisis management and conflict resolution on an international basis.
- Exposure to and an awareness of the political sensitivities within an international federation environment.
- A commercial approach to drive additional revenues through sponsorship and marketing (particularly surrounding commercial bids for worldwide events).
- A persuasive style, whilst also generating and maintaining respect from international stakeholders.
- An ability to cultivate mutually beneficial relationships with a range of stakeholders.
- A sound appreciation of the drivers within a not-for-profit association and the role of its volunteers.
- A commitment to the job and an appreciation that there will be extensive travel and weekend commitments. This is a lifestyle not just a job.
- Fluency in English and French. Additional languages desirable.

How to Apply

The Sports Practice at Odgers Berndtson is assisting the FAI with this critical appointment.

Applications should be made with a full CV, detailing qualifications, employment, current salary details, skills and experience, and a covering letter summarising your suitability for the role.

Applications should be submitted no later than the 10th July 2009. Please also send us the names and contact details for three referees. References will not be taken up at this early stage.

Full contact details should be included with daytime and evening telephone numbers.

Applications should be sent online at www.odgersberndtson.co.uk/27240, quoting the reference: ABU/27240. This is the preferred method of application.

As an alternative, you can apply:

By email to: sport.response@odgersberndtson.co.uk

By post to: Response Manager
Odgers Berndtson
11 Hanover Square
London
W1S 1JJ

Please quote the reference number: **ABU/27240**.

If you have any questions about the appointment or the process, please contact:

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