



# Airline Careers & Opportunities

**HOW TO ACHIEVE YOUR  
AVIATION GOAL  
THROUGH THESE  
PROFESSIONAL COURSES**

**Airline Commercial Management course +  
Interview Skills (ACMc)**

**01**

**International Airline Flight Attendants  
course(s) (IAFA)**

**02**

**Flight Operations Management course (FOMc)**

**03**

**International Standard Airport Management  
course (AMc)**

**04**

**Airline Marketing Management Course  
(AMMC)**

**05**

**QUALIFICATIONS 10 + 2**

**ARTS, COMMERCE, SCIENCE OR ANY DIPLOMA STREAM**

**SHORTLY COMING UP with  
Proposed Campus Interviews 2024**

Our Candidates will be recommended to International & Domestic Airlines, jointly by Hon'ble Principal SS Dempo College and Aviation Business & Career.....leadership (ABC.....I)

T&C apply

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**KEY INSTRUCTOR**

**Capt. Bob**

**Aviator & Technocrat  
Ex-Vice President (Ops)**

**Ms. Palvie**

**Airline Instructor & Counsellor  
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## Course - 1

### **AIRLINE COMMERCIAL MANAGEMENT course + Interview Skills (ACMc) Passenger Service Representative -PSR)**

**Estimated Salary Structure: 15k to 20k pm (including allowances, if any )**

**Duration : 3 months + 15 Days Interview Skill**

**Qualifications : 10+2 any stream**

**Age: 18 & above.**

#### **Brief Description**

A training program that encompasses almost the entire passenger handling activities of an Airline. ACMc highlights the all-around knowledge, and skills to handle Passengers procedurally. You as the “Face of The Airline”, will learn all the techniques & skills that fulfill the necessities and needs required by the Passengers. We will also guide how to Coordinate with other Airlines & Agencies etc. bearing in mind the Airline Policies, Rules & Regulations.

#### **Salient Job Orientation:**

The day-to-day duties of a passenger services representative (PSR) responsibilities involve meeting & greeting passengers on arrival at the airport, answering any queries passengers might have about their journey, Checking passenger bookings, baggage, and ensuring pax carries appropriate documentation. Issuing boarding passes and keeping passengers abreast of changes if any, through the flight information desk. Responding To pax calmly and professionally at all times. Adhering to Civil aviation regulations. Resolve customer complaints amicably. Carry out general administration duties etc.

**Since Airline Jobs are expected at your door-step soon,we have commenced 5 Airline Courses**

**Lets Go Global Goans !**



## Course - 2

### INTERNATIONAL FLIGHT ATTENDANT(S) Course (IAFA)

**Estimated Salary Structure: 50k to 60k pm  
(including allowances) with Indian Airlines.**

#### **a] Accelerated Flight Attendants' Walk-In-Interview Skills course (Female & Male) (One set of uniform Free)**

**Duration :** 3 months

**Qualifications :** 10+2 any stream

**Age: 18 & above.** Successful Candidates will be eligible to appear for 'Flight Attendants' Interviews upon successfully completing the course.

**Brief Description:** This Accelerated course entails "Airline Flight Attendant Walk-In Interview Skills". We will also develop your personality and basic etiquette which will enhance your confidence & and knowledge in order for you to perform professionally during the Interview.

#### **b] Airline Flight Attendants' Full Service Course+ Interview Training Skills (Free two sets of uniforms)**

**Duration: 6 Months**

**Qualifications : 10+2 any stream**

**Age: 18 & above**

**Brief Description:** The "Full Service Course" is designed to elevate and guide young aspirants with full knowledge, skills, and key responsibilities required on board the flight for any airline. We will initially introduce the ab initio training which will also include a brief programme of competitive "Interview Skills" Training. **Important info:** successfully completing the Full Service curricula will bring you to the employment gates of applicable for Domestic and International Airlines.

**Salient Job Orientation:** The primary function of Flight Attendants is primarily to provide safety and security for passengers on board the Flight, ensuring responsible behaviour towards passengers. It is expected that the Flight Crew always maintains above-standard In-Flight Service meal service etc. assuring Pax Comfort on board the flight. The above standard In-flight professional and courteous service to the pax will ensure, they will toss back to fly your carrier time and again. And She/He will also wilfully recommend the carrier to other travellers. Mind you, 'Mouth Publicity' is the cardinal promotion of any product!

**EVENTUALLY YOU'RE THE "FLYING AMBASSADOR"  
WHILE ON BOARD THE FLIGHT !!**



**Air India has ordered 470 Aeroplanes and requires 4,200 Cabin Crew and over 900 Pilots! So is Indigo Airlines purchasing 500 Aeroplanes!**

**3 Airlines soon to Operate  
Goa as a Base  
Imagine the Job Opportunities  
up for grabs!!**





### **Course 3 - FLIGHT OPERATIONS MANAGEMENT Course ( FOMc )**

**Estimated Salary Structure: 35k to 40k pm  
(including allowances, if any)**

**Duration:** 4 Months including “**INTERVIEW SKILLS**”

**Qualifications :** 10+2 any stream

**Age:** 18 & above.

#### **Brief Description :**

These Ground Studies are quite similar to the Commercial Pilot’s Licence course. **Important Note:** No Scientific or Mathematical calculations are required while completing this course. The candidate(s) successfully completing the FOMc, may be employed as a Jr.Operations Officer in a Domestic or International Airline.

#### **Salient Job Orientation:**

The Flight Operations Management course training program encompasses the main aspects of ‘**Flight Operations**’ activities of an Airline. we will highlight the Technical/Non-Technical responsibilities, vis-a-vis the Cockpit/Cabin Crew.

Subjects: Flight Planning, Aircraft Performance, Familiarisation of Jeppesen Charts, Ops. Terminologies, Aircraft Instruments, Components Equipment, Radio-Aids, Landing Aids. Runway Lighting and Markings. Prop and Jet Engines etc.



**“YOU FLY THE AEROPLANES,  
WE FLY THE AIRLINE”**

**Capt. Bob**



## Course 4

### “AIRPORT MANAGEMENT Course ( AMc )

**Estimated Salary Structure: 25k to 30k pm (including allowances, if any.)**

**Duration:** 4 Months

**Qualifications :** 10+2 any stream

**Age:** 18 +

**Brief Description:** Professionally and procedurally drafted constructive methodology, whereby a qualified student will be able to assist operational functions carried out on a day-to-day basis by the Airport. These theme functions have an additional window(s) viz. Safety of the Airport and its Airlines, as a comprehensive package, and Passenger comforts, etc.

**NB: Technical, Commercial, and Non-Technical aspects of ‘Vision Airport’ data will be provided.**

**Salient Job Orientation:** Supervise and coordinate the day-to-day landside and airside operations in the airport. Manage various airline terminals and concourses, ensure the safety and flow of passengers, etc. Airport managers need to understand aviation and business management. They must be able to work well with people and communicate effectively. Leadership and decision-making skills are essential.





## Course 5

### AIRLINE MARKETING MANAGEMENT Course( AMMc )

**Estimated Salary Structure: 40k-45k pm (incl allowances, if any )**

**Duration:** 2 Months 15 Days

**Qualifications :** 10+2 any stream

**Age:** 18 & above

**Brief Description:** An Insight of principles and discipline' of marketing. Our Airline Marketing accelerated academics will take a measured encapsulation scientifically and educate students, inculcating the marketing culture of the Airline or perhaps the Aviation Segment, to effectuate a profiteering marketing plan and prove the innovative design is fruitful for International / Domestic Airlines. We teach you the Marketing Fundamentals of airlines, considering the advantage pax may gain through its attractive methodology. This Course is highly recommended for college entrants & Final year students who wish to pursue Sales & Marketing in Airline, as a career.

#### The 4 P's of Marketing

As principle fundamentals of Marketing Activity and Strategy, the following 4Ps govern as useful tools. **1) Product 2) Price 3) Promotion 4) Place.** Handling the above-mentioned '4Ps Mix' will necessarily depend upon appropriate marketing communication in order to emphasise the specific distribution channel so as to establish a link between Customer and Product. The link though flexible in nature, will have a distinct ability to make tradeoffs (balancing between two different parameters, qualities, or products). The apparent Product and Price relationship is vital while Marketing Airline Products.

**Salient Job Orientation:** To support the Airline Sales, Marketing Strategy is the most important factor. Prime Airline products are passengers and their comforts. In an effort to increase passenger traffic and Cargo, the Marketing Division ensures innovative applications and concepts are developed appropriately so that the Sales lobby will freely and comprehensively enhance the pax base, thereby ensuring more business, and obviously more revenue generation. Personal effectiveness is the way forward in Airline Marketing, demonstrating responsibility & reliability through actions to manage critical and challenging business situations/scenarios, etc.





# Many more Courses on the Glide Path

“Aviation.....A Profession, with a Difference !”



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