

# ACI Asia-Pacific Young Executive of the Year 2018



## Participate and contribute to innovative solutions to the challenging problems facing our industry!

The challenges that lay ahead in the aviation industry always drive us to rethink the way in which we run our business.

The industry has gone through a number of unprecedented changes over the years. Most of the time our experience can help us cope with these changes, nevertheless, we need innovative ideas to sustain our business in this difficult operating environment and to meet tomorrow's challenges. Many of these innovative ideas might come from the younger generations.

The ACI Asia-Pacific Young Executive of the Year Award (YEA) was established to honor the young and outstanding talents in the Asia-Pacific region. The purpose of the award is to encourage and promote the contribution of innovative ideas and solutions to the current aviation industry issues.

## What does the past winner of ACI Asia-Pacific Young Executive of the Year Award say about the Award?



### Surabhi RANA

Assistant General Manager  
Mumbai International Airport Pvt Ltd  
ACI Asia-Pacific Young Executive of Year 2017

*Research Paper: Challenges and Opportunities for Small & Emerging Airports in the 21st Century*

*"The chains that break you, are the chains that make you. And the chains that make you, are the chains you break" - Anthony Liccione*

This quote is a personal favourite of mine and reflects the overall ideology of ACI YEA programme that has triggered the trend of innovative thinking amongst the young aviation workforce. I am aware about the YEA programme since its inception and I am really appreciative of the efforts of ACI to help in unleashing the thought processes of young minds in the airport sector. I am yet to come across a forum like this that inspires, supports and provides an opportunity to young executives to share their thoughts at such a great platform.

I am honoured and delighted to be adjudged as the ACI Asia-Pacific Young Executive of the Year 2017 and I would like to thank ACI for the opportunity. I am also thankful to Mr R K Jain, CEO-Mumbai International Airport Pvt Ltd, for his support. The YEA programme has definitely accelerated my growth pace in the dynamic aviation industry and I recommend this programme to all the young airport professionals.

## How do I participate?

To enter this competition, you will need to submit a research paper on the listed topic below. The candidate should be able to provide insightful and structural analysis with detailed observations and extensive research on the issue, demonstrate creativity and innovations to possible solutions, apply the concept in airports in general and show vision towards the future aviation industry. The paper will be assessed based on these criteria as well as writing skills.

## Research Paper Topic

### How do airport commercial offerings maintain competitiveness in the era of E-Commerce?

We are now living in the digital age, where new business and innovative/ disruptive technologies are introduced at a fast pace. This means new ways to communicate, new expectations, and new opportunities. As digital devices enable consumers to shop wherever and whenever they chose, shopping behavior of passengers continue to evolve. The fact that cross-border e-commerce is becoming increasingly popular, the physical store shopping concept may need to be reimaged.

In the research paper, the candidate may:

- Analyze the way airports currently generate non-aeronautical revenue;
- Assess and suggest ideas and that might help airports commercial offerings stay relevant and competitive to the new generation of digital shopper.

Please consider airport commercial offerings in a broad sense, and not limit the discussion only in commercial/ retail, but consider all non-aeronautical revenues.

*Suggested background reading "Global Connected Commerce --- is E-Tail Therapy the New Retail Therapy", January 2016, Nielsen*

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## Eligibility and Nominations

Entry fee is not required. Each ACI Asia-Pacific airport member in good standing is entitled to nominate ONE candidate for this competition. Each entry must be accompanied by a signed nomination letter from the CEO / ACI Official Representative of the airport supporting the nomination of the candidate.

All candidates should be at or under the age of 35 at the deadline of submission. They should be currently serving in a middle management position at any ACI Asia-Pacific member airports and have a minimum of 2 years working experience in the aviation field.

## The Winner



The winner will be awarded the prestigious title “**ACI Asia-Pacific Young Executive of the Year 2018**”. He/she will be invited to present the paper at the 13<sup>th</sup> ACI Asia-Pacific Regional Assembly, Conference & Exhibition, which will be held in Narita, Japan, 23-25 April 2018.

In addition, the winner will be awarded with air ticket and accommodation for attending the ACI Asia-Pacific Regional Assembly and Conference, a cash reward of US\$1,000 as well as an Airport Management Professional Accreditation Programme (AMPAP) Fellowship. The winner's profile and research paper will be widely promoted and published throughout ACI Asia-Pacific's communications channels.

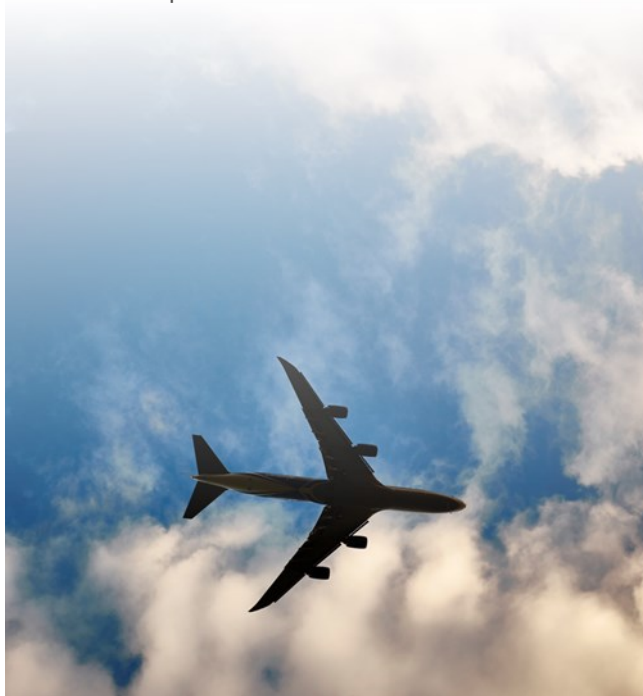
## Deadline and Submission Guidelines

Submission deadline is **1 December 2017, 12:00 noon Hong Kong Time (GMT + 8 hours)**.

The research paper submitted should be in **Times New Roman 10pt font** on A4 sized paper of no more than 15 pages, including references and appendices. All submissions must be in Microsoft® Word format or PDF file and sent together with the application and other supporting documents via email to [young\\_executive@aci-asiapac.aero](mailto:young_executive@aci-asiapac.aero) by the deadline.

## Confidentiality

ACI Asia-Pacific will not use any material submitted for this competition without the candidate's permission.



## Panel of Judges

The panel of judges, represented by the ACI Asia-Pacific Regional Board, ICAO and other distinguished aviation experts, will review the entries. We are pleased to have Mr. Emmanuel Menanteau as the Panel Chairperson for this year's competition.

## Panel Chairperson

### Emmanuel MENANTEAU

Co CEO  
Kansai Airports  
and  
Secretary-Treasurer  
ACI Asia-Pacific



Emmanuel Menanteau began his career in 1993 at French Multinational Company Sextant Avionique where he held a number of positions, first as Sales and Marketing Manager then as the Head of the company's office in India.

In 2001, he joined France's Thales, a world leading company for Defense, Transport and Aerospace systems as Vice-President, Sales and Marketing, based in Singapore (2004-2010) then in China (2010).

In 2011, Emmanuel Menanteau joined Vinci Group as Chief Executive Officer of Cambodia Airports, a subsidiary of VINCI Airports holding the concession of the country's network of international airports. He was also in charge of VINCI Airports development activities in South East Asia.

In 2012, Emmanuel was appointed ACI Asia-Pacific Board member, then in 2014 he joined ACI Asia-Pacific Excom as Treasurer and ACI World Governing Board.

In April 2016, Emmanuel Menanteau was appointed CO-CEO of Kansai Airports holding the concession of Kansai International Airport and Osaka International Airport.

Emmanuel Menanteau is a graduate of the Paris based School of International Relations and Commerce. He is also a French Trade Advisor in Japan.

# ACI Asia-Pacific Young Executive of the Year 2018

## Arun MISHRA

*Regional Director  
ICAO Asia & Pacific Office*

Mr. Mishra joined ICAO as Regional Director for the Asia Pacific Office in February 2014.

Previously Mr. Mishra has served as the Director General of Civil Aviation of India as well as held positions of increasing responsibility since March 2007 with the Ministry of Civil Aviation, Government of India. From September 2009 until July 2012, Mr. Mishra was the Permanent Representative of India on the Council of ICAO in Montreal. Prior to Mr. Mishra's service with the Ministry of Civil Aviation, he served within various Ministries of the Indian Government as a senior civil servant. Mr. Mishra holds a Master of Business Administration from University of Birmingham, UK as well as Master's degree in Chemistry from Delhi University.



## Tan Sri Bashir Ahmad ABDUL MAJID

*Advisor  
GMR Airports  
and  
Immediate Past President  
ACI Asia-Pacific*

Tan Sri Bashir Ahmad is currently the Advisor to GMR Airports. Prior to this, he was Advisor to the Malaysia Airports Holdings Berhad's Board of Directors. He had been with the Company since 2003 and had served as its Managing Director/CEO for 11 years before being appointed as Advisor.

He began his career with Malaysia Airlines, Malaysia's national carrier. Over a 29 year period, he served as Director of Corporate Planning, Senior Vice-President of Commercial and eventually Executive Vice-President of the airline.



In 2001 Tan Sri Bashir was appointed as the Aviation Advisor to the Ministry of Transport Malaysia and held the position till his appointment as Managing Director/CEO of Malaysia Airports.

Apart from Malaysia Airports' Main Board and Committees, he also previously sat on the Boards of Hyderabad International Airport, Delhi International Airport (India) and Sabiha Gokcen International Airport (Turkey).

He is the current Immediate Past President of Airports Council International's (ACI) Asia-Pacific.

## Sue DOYLE

*Executive General Manager People & Culture  
Adelaide Airport Ltd  
and  
First Vice Chair, ACI Asia-Pacific HR Committee*



Sue has been a member of the Adelaide Airport Executive team for 10 years and was appointed Executive General Manager People & Culture in 2010.

Sue is responsible for the development and implementation of innovative people management strategies that maximize team, individual and organisational performance and strategic advice including responsibility for marketing and branding.

Sue's career, spanning over 35 years has been spent entirely in the aviation and tourism industry. She has performed a vast variety of roles including airline sales, customer service, airport operations, customer relationship management, human resource management and executive leadership.

Sue's leadership of the People & Culture function and her innovative approach to people management strategies was acknowledged with Adelaide Airport being recognised internationally by ACI Asia-Pacific in 2014 for employer branding initiatives to attract and retain staff and again in 2016 for HR Excellence.

## Patti CHAU

*Regional Director  
ACI Asia-Pacific*

Patti Chau is the Regional Director of Airports Council International (ACI), Asia-Pacific based in Hong Kong. She has been with the association since 2004.

Patti is responsible for developing and leading the ACI Asia-Pacific region's efforts to enhance member services and grow membership while maintaining the mission of promoting the interests of 104 airport members from 48 countries.

Prior to joining ACI, she was with Vancouver Airport Services (now known as Vantage Airport Group) and oversaw the internal auditing and financial activities of the Canadian and international operations. Patti is a Chartered Professional Account (CPA).



For more information, please write to [young\\_executive@aci-asiapac.aero](mailto:young_executive@aci-asiapac.aero) or visit our website at [www.aci-asiapac.aero](http://www.aci-asiapac.aero)

# Application Form ACI Asia-Pacific Young Executive of the Year Award 2018



For Internal Reference  
Reference no.:

Received Date:

**Submission Deadline: 1 December 2017, 12:00noon HK Time**

*Acknowledgement of Receipt of the application – ACI Asia-Pacific Regional Office will acknowledge the receipt of each entry application by email with a reference number. If you do not receive the entry acknowledgement two days after submitting your application, you are advised to contact the ACI Asia-Pacific Regional Office immediately.*

## ● Candidate Information

Dr.	Mr.	Mrs.	Ms.
Surname		First Name	
Company		Job Title	
Address			
City/Postal Code		Country	
Telephone	Fax	Email	

## ● Nominator Information ( A Signed Nomination Letter from the CEO / ACI Official Representative MUST be submitted)

Dr.	Mr.	Mrs.	Ms.
Surname		First Name	
Company		Job Title	
Telephone	Fax	Email	

## ● Other Supporting Documents

- Candidates are required to submit the following supporting documents:
  - CV
  - Signed Nomination Letter from the CEO / ACI Official Representative
  - Passport copy  
*(Personal data collected will be used for the sole purpose of verifying the candidate's eligibility for the program.)*

## ● Entrance Declarations

- I confirm the content of the research paper has not been disclosed previously.
- I agree the research paper being publicized at the discretion of ACI Asia-Pacific.
- I agree that the ACI Asia-Pacific and/ or the Panel of Judges have full authority to make final decisions in all matters in relating to the "ACI Asia-Pacific Young Executive of the Year" Award without obligation to disclose the reasons.

Signature of the Candidate: \_\_\_\_\_

Name of the Candidate: \_\_\_\_\_

Date: \_\_\_\_\_

Company Chop: \_\_\_\_\_

*For enquiries, please contact the ACI Asia-Pacific Regional Office at +852-2180 9449 or email to: [young\\_executive@aci-asiapac.aero](mailto:young_executive@aci-asiapac.aero)*