

A circular portrait of Shani Bennik, a woman with glasses and a dark blue polka-dot top, set against a white background. The portrait is surrounded by several colorful circles in shades of teal, orange, and yellow.

Shani Bennik

Business Development Manager

Meet Shani Bennik, Aspeq's Business Development Manager, dedicated to delivering tailored examination solutions to aviation clients worldwide. With a strong background in economics, finance, and public policy, Shani plays a crucial role in enhancing global aviation licensing standards. Her strategic approach and deep understanding of regulatory environments strengthen Aspeq's reputation as a leader in assessment services.

Expertise in Global Aviation Solutions

Shani's academic grounding in economics and finance, complemented by her focus on public policy, has been instrumental in her career at Aspeq. Her expertise allows her to navigate complex regulatory landscapes, supporting national aviation authorities across diverse regions.

"We collaborate with aviation regulators globally to deliver personnel licensing exams while expanding our business into new markets," Shani shares. Her ability to align Aspeq's offerings with client needs has been an asset in enhancing the company's presence within the aviation industry.

Operational Insights

Shani's in-depth operational knowledge comes from her varied roles within Aspeq. Her time with the Assessment Services Team gave her firsthand experience in examination content development and performance analysis. As a Project and Business Analyst, she excelled in interpreting client requirements and creating tailored solutions, likening this process to solving complex puzzles.

"It's about thinking strategically through what will work best for our clients, considering their specific constraints and regulations," Shani notes. Her focus on quality has strengthened Aspeq's track record in improving licensing standards globally.

Driving Business Growth

In her role as Business Development Manager, Shani is responsible for nurturing client relationships and identifying new market opportunities. Her recent participation in the New Zealand Civil Aviation Authority's delegation to the Director General of Civil Aviation Conference in the Philippines showcases her commitment to strengthening ties with Asia-Pacific clients.

"Meeting our clients face-to-face was invaluable and reinforced my dedication to building strong relationships," Shani shares.

Trusted Advisor for Aviation Regulators

Shani excels in developing comprehensive, technically robust tender documents, combining her detailed understanding of Aspeq's systems with a client-focused approach. Her goal is to be a trusted advisor for aviation regulators worldwide, providing clear, effective solutions.

"I want our clients to think of me first when they need an examination solution or face a challenge" she concludes.

With a focus on building strong client relationships and expanding Aspeq's global footprint, Shani is poised to drive the company's growth, reinforcing its commitment to delivering high-quality, customised examination solutions that meet the needs of aviation regulators worldwide.