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# Example of Airline Sales Job Description

Our innovative and growing company is hiring for an airline sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for airline sales

* Attend sales meetings with sales staff
* Duties as otherwise assigned to support VP
* Track and analyze key metrics around customer and product performance
* Collect, consolidate and generate weekly forecasts (quarterly) and roll up qualitative and quantitative evaluation of the pipeline
* Compile key pieces of information related to performance against sales objectives to be reviewed by Management and report to leadership
* Proactively analyze win-loss data, pipeline performance, sales qualification, close date and forecast accuracy and look to improve gaps through sales enablement and training
* Coordinate with Marketing and Solutions Management to improve sales and marketing materials and coordinate used in the sales process
* Develop presentations that analyze sales and marketing activities and achievements from Salesforce.com Sales Cloud
* Reporting and analysis including executive reporting of sales and marketing results, key metrics and KPIs, campaign tracking and analysis, and ad hoc sales enablement effectiveness
* Implements and managers reports and dashboards in Salesforce.com ensuring sales reps and leaders have access to and manage sales performance through utilization of the tools and methods established

## Qualifications for airline sales

* Understand customer functional and technical needs in order to ensure the best Travel Intelligence solution is offered to the airline
* Partner with airline clients to help them achieve their business objectives with successful implementations of improved business processes, advanced analytics and technology solutions
* Prepare the commercial proposals from a technical and functional point of view, including the detailed description of the solution to be delivered
* Demo products and solutions to the airline customers, explaining the functionalities and technical details
* Identify new opportunities and make the sales pipeline grow
* Negotiation SkillsFinancial and analytical understanding • Customer and sales orientation