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# Example of Airline Sales Job Description

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

## Responsibilities for airline sales

* Develop a thorough understanding of all processes and system’s utilized by Property/Cluster/National Sales, as directed by the Regional Director of Sales, to include but not restricted to Delphi, I-Know Reporting, Ezy-Message, Meeting Broker, I-RFP, and Sales Source
* Define and develop the Aviation customer offer and ensure flawless delivery of this
* Oversee the volume and margin planning at country, airport and customer level the delivery and monitoring of these
* Build, maintain and develop close partnerships with strategic Aviation customers and prospects
* Lead very large and complex negotiations with airline customers and handle related tenders documentation and contracts
* Identify new business opportunities incl
* Active coaching, support and development of other Aviation sales staff
* Lead/support the pursuit of each opportunity, managing the entire end-to-end cycle of sales engagements and RFPs, coordinating transversal teams from team mobilization to deal closing
* Lead/support the definion and execution of the sales strategy for each opportunity
* Working together with account managers to ensure CRM tools are properly updated and used

## Qualifications for airline sales

* Strong Salesforce Sales Cloud experience
* Experience in sales process and solution sales methodologies preferred
* Good PC/MS Office skills
* Establishes goals and objectives, sets performance targets and timely delivery of projects
* Minimum of 15 years related experience in sales, business development and relationship management including at least 10 years in the travel industry
* Demonstrated knowledge and experience in sales negotiation and consultation skills to identify expansion opportunities and grow business