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# Example of Client Partner, Travel Job Description

Our company is growing rapidly and is hiring for a client partner, travel. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for client partner, travel

* Identify and qualify add-on opportunities
* Identifying strategic initiatives that help Client’s business achieve their goals
* Executes and manages the account plan
* Building relationships and should be able to develop executive level relationships in particular
* Overall customer satisfaction within Client organisation
* Participates in reviews and provides educated and relevant perspectives
* Responds to and delivers on client requests
* Identifies opportunities, makes proactive proposals to the client in line with the account strategy
* Engages the relevant internal teams for solutions
* Understands IT delivery and Service lines

## Qualifications for client partner, travel

* Key participant of delivery governance
* Manage account operations – these include commercial operations, process, coordination
* Proven track record as a Business Development Manager in the Travel and Hospitality arena
* Airline/travel industry experience can you expand this Terri?
* Must have managed a portfolio of $10 to $15 million in revenue
* Technology awareness – particularly project delivery