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# Example of Client Partner, Travel Job Description

Our growing company is looking for a client partner, travel. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for client partner, travel

* Own the client - proactively seek and create opportunities to establish a strong client relationship which leads to exceedingly high levels of retention and satisfaction
* Work collaboratively with internal stakeholders and support teams to produce market-leading solutions and partnership proposals and reports in a timely manner
* Meet, and exceed, services booking and revenue quotas
* Proactively approach the market segment through active leadership in the education and/or nonprofit industry and community organizations
* Create and approve statements of work to ensure they are designed for success and in the context of the client (their capabilities, team, risk)
* Must bring top-notch consulting /relationship management skills and a deep appreciation of IT tools, techniques, systems and solutions within the education and nonprofit vertical
* Personnel Relationship building
* The Client Partner develops and strengthens relationships with decision makers and influencers in the account
* The Client Partner identifies opportunities of growth in the account and leads account strategy and planning
* You will be responsible of mentoring and nurturing the next line of leadership in the account team

## Qualifications for client partner, travel

* Candidates must have a proven record of building and maintaining long-term relationships at senior (CXO and CXO-1) levels
* Track-record of successfully farming business solutions and client management in Travel Services
* Strong Business Development (Framing current accounts) / Relationship management / Account management is required
* Strong Account Management experience where you have grown existing accounts
* Track record of interacting and building relationship with C / C-1 level client contacts
* Reasonable understanding of Global Delivery Model and IT service industry