



Example of Account Manager, Travel Job Description

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Our company is looking for an account manager, travel. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for account manager, travel

- Report and complete monthly analysis in line with business requirements, includes posting activity on internal group web site
- You will build strong relations with all Inflight partners internal partners (Marketing, Merchandising, Finance, Demand planning and Operatio
- You will be initiating and executing as a minimum quarterly business meetings with key Inflight partners
- You will be negotiating annual listing and commercial agreements in line with the company strategy for all Inflight partners
- You will prepare and implement a detailed business and growth plan for all Inflight partners
- You will be responsible for budget and forecast of the Inflight customers
- You will analyze and react to the business development, working closely with the Inflight partners
- You will report monthly sales, returns, profit and forecasting according to budget to management
- You will contribute to building and collecting internal detailed market and competition knowledge working closely with the Inflight partners
- You will attend TFWA fair for business meetings with all attending Inflight partners

Qualifications for account manager, travel

- Hard-working, proactive, and capable
- Ability to prioritize and manage a variety of client demands and schedules
- Excellent and thorough understanding of the media industry and the changing role of PR
- Track record in successfully selling complex software solutions
- Proven ability to work well as part of a complex matrix and extended sales team