



# Example of Account Manager, Travel Job Description

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Our innovative and growing company is searching for experienced candidates for the position of account manager, travel. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account manager, travel

- Provide support to and work together with Supplier Relations
- Organize, prepare and/or participate in customer event / training seminars, where appropriate
- Follow-up on centralized promotion campaigns
- Develop comprehensive strategic plans to grow market share from transient and group revenue, and to generate and maximize business for the Hotel
- Be the first point of contact for strategic technology partners in the US
- Monitor research and report findings on market developments in the OBE industry
- Create and execute on strategic account plans for designated accounts
- Liaise with other commercial teams within Business Bookers department in the US and Amsterdam including the SMB, Enterprise, and Travel Management Companies (TMC) Teams
- Responsible for maintaining/further develop Travel Retail & DutyFree customers in North America
- Annual negotiations on portfolio, pricing, visibility, promotions and re-investment

## Qualifications for account manager, travel

- Knowledge of handling touristic booking and/or distribution systems knowledge of e-commerce are an advantage
- Very good German and good English skills

- You are able to travel and in possession of a valid European drivers license
- Working with Global CDS, ensure each country is providing the required data within the agreed delivery time
- Bachelor's degree or equivalent - MBA with a focus on Supply Chain / Management preferred