



Example of Account Manager, Travel Job Description

Powered by www.VelvetJobs.com

Our growing company is looking to fill the role of 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

- Contribute towards both team Engagement and HPC environment
- Develop and execute a regional travel cost management business plan, detailing objectives, strategies and measurable targets
- Drive client compliance and growth with directly procured products and services from FCM
- Work with internal teams, including operations, technology, product and finance to drive a common service delivery to the client
- Using the FCM MIR tools, provide formal reviews of the client's travel program including analysis, commentary and recommendations pertinent to the client and local supplier tactics
- Quarterly provision and detailed analysis of client summary
- Provide recommendations to clients on strategic direction of program in respect to booking, and compliance bench-marked to like clients
- Work with local country Account Managers and Operational teams to drive a common service delivery to the client
- Working with local country Account Managers provide assistance to the client for local, regional and/or global airline negotiations
- Quarterly provision and detailed analysis of client summary Profit and Loss Statement

Qualifications for account manager, travel

- You have experience with working within an international environment and across multiple cultures
- Structured and proactive approach
- Used to working with many stakeholders
- 5+ yrs of corporate travel industry experience in account management or management role
- Thorough knowledge of business travel account and operations management