



Example of Airline Sales Job Description

Powered by www.VelvetJobs.com

Our innovative and growing company is hiring for an airline sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for airline sales

- Attend sales meetings with sales staff
- Duties as otherwise assigned to support VP
- Track and analyze key metrics around customer and product performance
- Collect, consolidate and generate weekly forecasts (quarterly) and roll up qualitative and quantitative evaluation of the pipeline
- Compile key pieces of information related to performance against sales objectives to be reviewed by Management and report to leadership
- Proactively analyze win-loss data, pipeline performance, sales qualification, close date and forecast accuracy and look to improve gaps through sales enablement and training
- Coordinate with Marketing and Solutions Management to improve sales and marketing materials and coordinate used in the sales process
- Develop presentations that analyze sales and marketing activities and achievements from Salesforce.com Sales Cloud
- Reporting and analysis including executive reporting of sales and marketing results, key metrics and KPIs, campaign tracking and analysis, and ad hoc sales enablement effectiveness
- Implements and managers reports and dashboards in Salesforce.com ensuring sales reps and leaders have access to and manage sales performance through utilization of the tools and methods established

Qualifications for airline sales

- Understand customer functional and technical needs in order to ensure the

- Partner with airline clients to help them achieve their business objectives with successful implementations of improved business processes, advanced analytics and technology solutions
- Prepare the commercial proposals from a technical and functional point of view, including the detailed description of the solution to be delivered
- Demo products and solutions to the airline customers, explaining the functionalities and technical details
- Identify new opportunities and make the sales pipeline grow
- Negotiation SkillsFinancial and analytical understanding • Customer and sales orientation