



Example of Client Partner, Travel Job Description

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Our company is growing rapidly and is hiring for a client partner, travel. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for client partner, travel

- Identify and qualify add-on opportunities
- Identifying strategic initiatives that help Client's business achieve their goals
- Executes and manages the account plan
- Building relationships and should be able to develop executive level relationships in particular
- Overall customer satisfaction within Client organisation
- Participates in reviews and provides educated and relevant perspectives
- Responds to and delivers on client requests
- Identifies opportunities, makes proactive proposals to the client in line with the account strategy
- Engages the relevant internal teams for solutions
- Understands IT delivery and Service lines

Qualifications for client partner, travel

- Key participant of delivery governance
- Manage account operations – these include commercial operations, process, coordination
- Proven track record as a Business Development Manager in the Travel and Hospitality arena
- Airline/travel industry experience can you expand this Terri?
- Must have managed a portfolio of \$10 to \$15 million in revenue
- Technology awareness – particularly project delivery