



## Example of Client Partner, Travel Job Description

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Our innovative and growing company is looking to fill the role of client partner, 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 client partner, travel

- Analyze data trends and client performance to be able to put together business cases for clients to demonstrate the value of a more integrated set up or internal business cases for new product development
- Design/execute strategic account plans that are distributed to the overall account v-team
- Work closely with the Client Partner community to share best practices and learnings
- Work cross-functionally with In-Market teams, Product Marketing, Product, Central operations to optimize our client efforts
- Develop corporate-level brief that is inspiring with a clear call-to-action to come up with an idea that will address the client's need
- Set project quality and performance standards
- Support Project Management in analyzing the key issues and risks in the program and assess business impact
- Accountable for ensuring that team are upholding the quality on all client deliverables set forth in the brief and that we are meeting our contractual obligations to the client on all fronts MSA and SOW level
- Plays escalation role in driving toward our quarter close results leveraging relationships where need be to ensure we achieve expected outcomes
- Takes ownership of monthly, quarterly and annual revenue targets aligned with business goals and ensure contractual arrangements which hit the company's profit targets

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- Basic awareness of financial and contract management
  - Experience selling IT and BPO solutions and should have some experience in delivering IT services in an onsite-offshore model
  - Risk management and value realization
  - Technical experience and/or skills in Digital Solutions or Technical Packages used in the Travel and Hospitality industry
  - 12 years minimum experience in digital, transformation and technology
  - 3 years minimum experience in managing and growing a portfolio of 3-5M+, with some exposure to travel, education and government verticals