



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. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for client partner, travel

- Align with executives as a Strategic Trusted Advisor and assist in marketing/budgeting planning process
- Stay abreast of client's industry trends trends in the digitally enabled world
- Understand the client's culture, capabilities, team structure, decision-making process and take decisions to ensure success for the client
- Drive succession planning, business development and client proposals
- Driving strategic direction for clients and monitoring results and profitability
- Supporting company financial goals by developing accounts and nurturing new relationships
- Identifying potential business opportunities within the sector
- Understand the client industry (Travel & Hospitality), environment, issues, and priorities
- Lead and manage the account team
- Optimize account P&L, growth, business mix, margin and client experience

Qualifications for client partner, travel

- Experience in bringing together teams with multiple discipline representation (especially technology, creative, media and strategy)
- 10-15 years of experience in a client partner /account management role
- 5+ years of client executive experience with primary accountability for peer-level client relationships at the C levels

- Understanding of digital enterprise technology solutions
- Degree or equivalent military experience