



## Example of Client Partner, Travel Job Description

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Our company is growing rapidly and is looking for a 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

- Serve as the senior day-to-day point of contact for the client
- Support and drive firm-wide go-to-market initiatives, as directed
- Engage our Strategy and Digital teams in order to create a roadmap of solutions
- Review, approve statements of work to ensure they are designed for success and in the context of the client (their capabilities, team, risk)
- The Partner should be comfortable in groups/teams and be able to lead
- As AEM you are an expert at contributing to different phases of the Sales lifecycle and will be intensely involved in Client Relationship Management and business development (Farming) for our SURE / Energy and Utilities
- Client relationship management – managing relationships with key client personnel and CXOs and CXO -1, within client organization and ability to understand the organizational culture of the client
- Managing the account teams (account management and project management) to meet and exceed client expectations
- Must bring top-notch consulting /relationship management skills and a deep appreciation of IT tools, techniques, systems and solutions
- The Partner will be held accountable against Measurable Revenue/Profit Growth within set timelines

### Qualifications for client partner, travel

- Strong background in consulting and the Travel industry
- Experience in both selling and delivering complex multi-million Euro solutions
- Proven track record in developing client relationships at C-level
- Bachelor's Degree, or equivalent combination of education and experience, and a minimum of 15 years of experience in a client facing role or account leadership role in the IT professional services or management consulting firm
- Exposure to Salesforce and Google · Knowledge of Client context and client engagement guidelines including organizational sensitivities to consistently look for new solutions