



Example of Client Partner, Travel Job Description

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Our growing company is looking for a client partner, travel. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for client partner, travel

- Own the client - proactively seek and create opportunities to establish a strong client relationship which leads to exceedingly high levels of retention and satisfaction
- Work collaboratively with internal stakeholders and support teams to produce market-leading solutions and partnership proposals and reports in a timely manner
- Meet, and exceed, services booking and revenue quotas
- Proactively approach the market segment through active leadership in the education and/or nonprofit industry and community organizations
- Create and approve statements of work to ensure they are designed for success and in the context of the client (their capabilities, team, risk)
- Must bring top-notch consulting /relationship management skills and a deep appreciation of IT tools, techniques, systems and solutions within the education and nonprofit vertical
- Personnel Relationship building
- The Client Partner develops and strengthens relationships with decision makers and influencers in the account
- The Client Partner identifies opportunities of growth in the account and leads account strategy and planning
- You will be responsible of mentoring and nurturing the next line of leadership in the account team

Qualifications for client partner, travel

- Track-record of successfully farming business solutions and client management in Travel Services
- Strong Business Development (Farming current accounts) / Relationship management / Account management is required
- Strong Account Management experience where you have grown existing accounts
- Track record of interacting and building relationship with C / C-1 level client contacts
- Reasonable understanding of Global Delivery Model and IT service industry