



Example of Global Travel Job Description

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Our innovative and growing company is looking to fill the role of global travel. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for global travel

- Implement corporate & regional initiatives to meet desired business goals/objectives
- Establish, implement, report and socialize on specific, actionable, measurable, achievable, time specific goals and objectives and related performance
- Lead the commercial strategy within assigned client portfolio, implementing activities in order to achieve set revenue goals
- Represent Travel Management Companies (TMC), Consortia, and the GDS channel in and amongst other disciplines including but not limited to the Brands, Brand Performance Support, BTS, Revenue Management and Marketing
- As needed, recommend, implement additional services (in conjunction with centralized GTIR resources) to support hotel and brand needs in the interest of outperforming the competitive set and market
- Ensure appropriate communication within the commercial leadership is established and monitored to provide visibility of performance against agreed KPI's
- Leverage analytical skill to determine direction and priority for both proactive and reactive situations, resulting in revenue and market share opportunities and readily deploy tactics to remedy challenges and take advantage of opportunities
- Create and execute business plans that fully optimize Hilton's global agreements
- As the global TMC lead within the assigned account portfolio, will be

- Determine an effective disbursement of regional funds that enable sufficient sales and marketing activity can be deployed in each territory to support the global partnership

Qualifications for global travel

- Previous experience in a financial analyst role
- Bachelor's Degree and 10+ years of experience in corporate travel with global travel experience
- Ability to build and maintain effective business relationships across functions
- The ideal candidate will have 10+ years of experience selling customer-facing technology solutions to leading organizations in the Travel & Transport space with at least 3 years in a sales leadership capacity
- Proven leadership capabilities and strategic thinking, strong interpersonal skills including cross-functional teamwork, and written and oral communication skills, strong negotiation skills, exceptional analytical skills, strong multi-cultural skills, high energy level, and a bias toward action
- Expertise in specific category services procurement, supply chain or sales