



Example of Travel Sales Manager Job Description

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Our innovative and growing company is looking for a travel sales manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for travel sales manager

- Liaison between Private Brands and customers regarding key updates (new item launches, supply issues,) Responsible for delivering key messages to banner/region Conducts regular market visits including company stores and competition
- Analyze the productivity of airline listings and recommends accordingly to ensure that NOP is achieved
- Reporting to Director of Marketing, the incumbent leads and manages all day-to-day activities related to the sales function with a focus on building long-term, value-based customer relationships that enable achievement of property sales objectives
- Responsible for growing the sales pipeline and signing new GDS and IT business
- Build and manage the pipeline for his/her sector of the sector in accordance with goals
- Effectively probe customers to clearly understand their strategy, pain points and existing requirements
- Collaborate closely with Pre-sales Consulting and Product Management to stay keenly aware of pending innovations and product knowledge
- Work closely with Finance on business models in preparing financial proposals, and maintain customer and opportunity activity in CRM tool(s)
- Coordinate with other departments such as Pre-sales consulting, Product Management and Marketing to secure alignment and support (both locally and centrally)

successful implementation of IT or Global Distribution System products

Qualifications for travel sales manager

- Responsible for meeting all due dates as outlined in the marketing plan
- Accountable for developing corporate and TMC relationships with the Global Sales team and GSA network, including timely response to all requests for information, account production, rate quotes, and service requests
- Strong retail experience in luxury or consumer goods industries (perfumes & cosmetics, watches, jewelry, accessories, apparel, fashion, food & beverage, wine & spirits)
- Travel Retail experience and Latin America knowledge a plus
- Pro-actively research, identify and target new revenue opportunities through the use of an existing and growing network of relevant contacts in the large Enterprise sector
- Accomplished and experienced B2B Enterprise Sales Manager who is commercially aware and has a proven track record of exceeding targets and selling to larger enterprise customers and multinational companies