

For Air China Geneva office, we are looking for a full time

Sales Manager

Location: Geneva, Switzerland

Start Date: May 15, 2017



A STAR ALLIANCE MEMBER 

Responsibilities:

- Identify market potential by qualifying agent, corporate accounts and strategic travel distributors
- Exploring the market and increasing local market share of Air China through effective go-to-market strategies
- Generating new business through leads, knowledge, industry news and recommendation
- Developing existing customers through the establishment of strong relationships
- Responsible for developing and maintaining a good, professional working relationship with corporate and travel accounts
- Analyze airline performance and travel distribution trends
- Analyze the strategic fit of new products and solutions

Requirements:

- Minimum 3 years of relevant experience in airline sales
- Leading and managing sales activity across the business
- Effective communication, selling and formal presentation skills
- Proven problem analysis and solving skills
- Proven team player who can perform under pressure of performance goals in a competitive sales environment
- Reviewing sales procedures and implement ideas for improvements within team
- Fluent in English and French, other languages such as Mandarin would be an advantage
- Good knowledge of Microsoft Office including Excel, PowerPoint
- Strong organisational skills
- You must have the right to work in Switzerland

About Air China:

Air China is China national flag carrier and a member of the Star Alliance network. As of June 30, 2016, we have a fleet of 603 passenger aircraft and freighters of mainly Boeing and Airbus families aged 6.26 years on average. We operate 377 routes, including 98 international routes, 16 regional routes and 263 domestic routes, serving 173 cities in 39 countries and regions, including 61 international cities, 4 regional cities and 108 domestic cities. Relying on the network of the Star Alliance, we have expanded our presence to 1,330 destinations in 193 countries, extending throughout Asia, the Middle East, Europe, Africa, as well as North and South America.

Starting May 7, 2013, Air China has launched non-stop service from Geneva to Beijing, using Airbus A330-200 aircraft with 3 flights weekly. This route has made a major contribution to facilitate the communication of Canton of Geneva and the whole region with China and both the economic and touristic sectors will strongly benefit from this direct route.

Interested parties, please enclose in your covering letter your salary expectations and your detailed resume in English by e-mail to Ms. DU: airchinagvajob@gmail.com