



Sales Manager, Hunter (m/f)

Identification and development of opportunities in assigned territory (German and Italian part of Switzerland) and establishment of business with prospective customers, understanding of the customer organization and the players within

it. The Sales Manager is responsible for starting an effective working relationship with new customers providing qualified service to AirPlus prospects in a manner that supports the company's mission.

Key Responsibilities

- > Identify and maximize new business opportunities within the German and Italian part of Swiss market and establish new business with prospective clients
- > Participate in the development of an effective market exploitation strategy
- > Develop a sound understanding of the customer and the key players
- > Cold calling prospects and driving the future pipeline of new business potential
- > Collaborate with the Product Management and Customer Service teams, keeping them informed on the pertinent facts and needs of various customer
- > Conduct sales presentations, client webinars, demos and training on the product platform during the sales process; educate agency partners on AirPlus products and solutions; and represent the Company at industry events
- > Be responsible for solving ad-hoc and ongoing commercial issues

Special Working Conditions

- > Home based position with flexible working hours
- > Extensive national and some international (mainly Europe) travel required

Qualifications

- > An academic qualification at graduate level (Bachelors degree or equivalent) in finance, business, economics, marketing or travel related

Knowledge & Experience

- > A minimum of 5 years relevant professional experience with a proven track record in new business sales within a target-driven environment
- > Sound knowledge and understanding of the corporate card and/or business travel industry would be an advantage
- > Broad network in Corporate travel industry
- > Sales driven personality
- > Strong analytical Skills

Languages

- > Fluency in German, English and Italian language (verbal & written) essential

Interested? Then send your updated CV and a comprehensive motivation letter to Regina Rami (rرامي@airplus.com)