



Sales Manager Switzerland (m/f)

Your Responsibilities:

As Sales Manager, you will be responsible for the entire Trade Sales in Switzerland, demonstrating strong skills in value-based selling, account strategy and the AA sales process.

You will need to show a strong ability to guide new account acquisition activity and the ability to help one direct report to successfully penetrate accounts.

Success in this role is being measured on share of market, quality of revenue and new business development, by using contracted Atlantic Joint Business agreements and a variety of tactical activities with accounts. You also will closely liaise with the BA leisure and trade team to ensure mutual goals and objectives are agreed and met.

Our offer:

We offer an interesting and challenging position, which allows a high degree of responsibility, flexibility and creativity in an innovative and international company.

Interested? Then please apply through our **online recruitment portal**.

Your Profile:

As Sales Manager, you are highly goal oriented focusing on achieving revenue and share targets. A strong knowledge of and the ability to implement value-based selling is most essential. You have a strong commercial acumen with proven ability to develop account strategies. Excellent negotiation skills and the ability to understand and implement the American Airlines Joint Business process are necessary. The position requires excellent written and verbal communication and presentation skills in German as well as in English. You are a strategic thinker, able to successfully envisage, embrace and implement changes.

An excellent knowledge and understanding of the Swiss travel trade market place, a degree in business or economics or relevant proven experience are desirable. As Sales Manager, you are in possession of own transport and must be willing to participate in extensive out of hour's activity and frequent overseas travel.