

**AVIAREPS** has more than 20 years' experience in providing professional Passenger GSA services and tourism marketing to our clients. It is the world's leading GSA and Tourism representation organization with 65 offices in 47 countries. Representing airlines as well as destinations, hotels, airports, cars, trains, cruises and other trade promotions, our 360° portfolio of services includes sales & reservation, marketing and PR.



We are currently looking for dedicated persons to join our international team working for our customer Ethiopian Airlines and start as soon as possible as:

## Sales Manager (m/f)

based in our Office in Geneva

### Key Responsibilities:

- Regional Sales & Marketing planning
- Planning & performing local promotional activities
- Promotional activities e.g. representing the airline at various events
- Regional revenue budget responsibility
- Communication; monthly reporting (results, market development, activities); pricing
- Contract negotiations with corporate travel managers and travel agency chains (framework agreement/group contract)
- Field sales and acquisition of new corporate & leisure clients

### Key Skills and Knowledge:

- Solid commercial background and at least 3-4 years sales experience in the airline or travel industry
- Excellent contacts in the corporate & leisure sector
- Disciplined and experienced in working independently
- Fluent in French & English, German preferable

## Reservation & Ticketing Agent (m/f)

based in our Office in Geneva

### Key Responsibilities:

- Handling of tickets and reservations with the corresponding reservation system (CRS)
- Product- and destination counseling
- Monthly preparation of TSR's and BSP-settlements
- Maintenance of private clients
- Inquiry and processing of group bookings and operator quotas
- Support of tour operators, broker, travel agencies and business clients

### Key Skills and Knowledge:

- Good standard of secondary education or equivalent standard
- First work experience is required in an airline, travel agency or within an airline ticketing environment
- Fluent in French & English, German preferable
- Excellent customer service
- Strong interpersonal skills, motivation, team-orientation, flexibility and target-orientation

Interested?

Please apply and send an Email to [TWelti@aviareps.com](mailto:TWelti@aviareps.com) including motivation letter and an informative CV