



ITA Airways, the Italian national airline born on October 15, 2021, is recruiting! Further to our fast-growing network across the world, we are looking for highly motivated, experienced Commercial Professionals who have the desire to pro-actively deliver and generate revenue targets, and get involved with passion and initiative.

Position: Sales Executive Account Switzerland

Job Purpose:

Job Purpose: Deliver targeted revenue results from an allocated (Leisure & Business) client portfolio, in addition to generating existing and prospective relationships and winning new business and increasing market quota

Main Tasks:

Portfolio and Client Relationship Management

Maintain and grow sales revenue generated by clients within the designated portfolio (corporate, business or leisure as assigned). Develop and maintain a professional working relationship with clients to strengthen company market positioning. Ensure strong market presence by exceeding targeted sales calls. Responsible for control and optimal use of the personal budget as allocated.

Identify New Business Opportunities

Identify new business opportunities within the portfolio and follow leads to new business sources in line with company strategies, with a particular focus on high-value traffic flows. Constantly scout for potential new clients and make recommendations to the Country Manager for additions to the portfolio.

Sales and Promotional Activities

Create and implement promotional and marketing activities focusing on increased sales revenue with existing and potential new clients. Develop ad-hoc and co-marketing initiatives promoting, ITA Airways where possible leveraging partner airlines and other industry suppliers (hotel / tourist board / car hire) to maximise impact and return of limited resources.

Client Negotiation

Prepare commercial agreement simulations for review and approval in line with Commercial guidelines. Negotiate these both internally and with clients (Trade and Corporate), providing clarity on conditions and selling benefits. Distribute net fares contracts to clients with agreed targets, monitor performance and carry out regular reviews of production and shortfalls. Identify opportunities for tactical dealing as and when agreed by company commercial policy, negotiate implementation and monitor results to shape future activity.

In-house Administration, Analysis and Reporting

Measure and monitor performance of accounts on a regular basis. Update Sales Force reporting tool with weekly call pattern of activities and appointments within given timeframe. Supply reports on ongoing basis including feedback on client visits, new business opportunities, initiatives and competitor activities. Carry out administrative duties as required (clients queries and calls, expense & attendance forms, etc).

Training and company representation

Offer product training and provide workshop participation to key agents and/or corporate clients covering all aspects of pricing, products, and services (in person, online, and email updates). Attend trade/consumer events and accompany educational trips in line with company requirements.

Education/Professional Background

- Consolidated experience in a similar position.
- Excellent written and spoken French and English (German/Italian an advantage)
- Interpersonal Skills – Successful relationship building across all levels & cultures with strong presentation skills and act as Company representative when required, at external meetings and events.
- Motivation & Resilience – Drive to break down barriers (external and internal), negotiate successful deals and ultimately deliver revenue results.
- Communication & Impact – Ability to ensure ITA Airways is heard and remembered as a relatively small player in a crowded market with a flair for marketing.
- Numeracy - Strong numerical and analytical abilities are essential to be able to determine the value and potential areas of growth for existing and potential clients. The ability to interpret figures and market trends and opportunities to ensure maximum sales targets are achieved, in addition to knowledge of pricing and dealing with distribution issues across the market.
- Responsibility & Initiative – Autonomous, with strong Time management skills and self-motivation to deliver every day.
- Driving license and car to visit clients and attend events.
- Legal eligibility to live and work in Switzerland.

Place of work

Geneva or Zurich c/o Employer's office as well as in the field visiting clients.

If you are interested in the above role please send your CV in English, together with an accompanying letter expressing why you consider yourself suitable, your salary expectation, and availability to HR.EUROPE@ita-airways.com, no later than 15 July 2022 ref SALES GENEVA. Applicants may be required to carry out a presentation as part of the selection process. Only successful applicants will receive a response.