

AVIAREPS Group is the world's leading airline and tourism management company with over 300 airline and tourism clients in 65 offices in 58 countries. We help our clients enter, promote themselves, and sell their products in international markets. We are looking for an awesome person to join our company.



For our customer Ethiopian Airlines, we are looking for a dedicated person to join us full-time as
Sales Executive (f/m/d)
in Zurich

Your responsibilities:

- Account management across the full sales cycle (identification; acquisition; implementation; development and retention)
- Develop and implement sales and market strategies to increase existing business and market share
- Develop and implement sales procedures and policies in line with the industry best practices
- Ensure effective sales and market coverage and monitor performance data & KPI's pertaining to sales and revenue
- Monitor and analyse sales figures and trends and prepare reports for management on sales and market growth results
- Carry out market research, competitor analysis and benchmarking
- Organise and support participation in fairs, events, seminars, road-shows and functions
- Manage, implement and control of marketing budgets

Your qualifications & experiences:

- University Degree or Diploma, preferably in business related subjects and tourism
- Preferably good work experience in all aspects of the airline and/or travel trade (outgoing) sales environment
- Thorough knowledge of market place, travel trends and consumer behavior
- Ability to conduct statistical reviews and analyze results to improve operation methods and processes
- Proficient in the use of MS Office skills (MS Word, Excel, PowerPoint).
- Strong communication, negotiating and presentation skills
- Fluent spoken and written German & English
- Excellent interpersonal skills and a pleasant, outgoing personality
- Willingness to travel and valid driving license essential

What we offer:

- A self-reliant and independent area of responsibility with flat hierarchies
- Varied full-time position with home office option (by arrangement)
- Exciting working environment in a global company with an international client portfolio
- A pleasant and cooperative working environment in a dynamic, motivated and international team with a hands-on mentality
- Attractive office space in the heart of Zurich (good public transport connections)
- Modern workplace with open-door policy, short communication channels and regular team-building events
- Training and development opportunities
- Performance-oriented salary

Have we piqued your interest?

Then apply via <https://www.aviareps.com/careers/job-description-sales-executive-fmd-zurich> including starting date and desired salary.

If you have any questions, please contact Gajan Canagasaby at + 41 44 286 99 04