

AIRLINE/TRAVEL BUSINESS DEVELOPMENT MANAGER

Job Description

Position Summary:

The role of Business Development Manager (“BDM”) is to develop and manage the sales representation of the company to achieve B2B, B2C results for assigned clientele. This role will develop and implement sales strategies with the Sales team to grow revenue and achieve and/or exceed forecast targets while maintaining cost control within set budget guidelines. The BDM will be instrumental in working with internal Sales & Marketing team for the preparation of marketing intelligence, statistical analysis, competitor pricing while managing the relationship with all respective travel partners.

Required Skills:

The ideal BDM must be able to meet and exceed budget revenue targets, build brand presence, implement a sales call plan, focus on core supplier call pattern principles, and explore and recommend new revenue channel opportunities. This role requires the BDM to maximize company representation presence across Trade and Consumer channels by leveraging partner assets. Additionally, the BDM will be responsible to identify and participate in Training seminars, Expos, and Trade/Consumer events. Therefore, the ideal BDM must be a great presenter, communicator, and motivator.

Technology Skills:

This role requires a solid understanding of Distribution (GDS) – Commercial/Travel Industry – all segments. We also require our ideal BDM to possess a high-level of knowledge in Microsoft Office programs such as Outlook, Word, Excel, and PowerPoint. Additionally, must have understanding of basic P&L analytical expertise.

Organizational/Time Management Skills:

The ideal BDM must be proactive and demonstrate initiative and self-motivation. A thought leader with excellent negotiation skills and Customer Market focus. Driven, analytical, “hands on” and results focused individual with meeting and exceeding deadlines. Must have the ability to forge strong business relationships with suppliers, while being flexible and can adapt to change management.

In closing:

Our “ideal TC” would possess these skills while displaying a charming and cheery disposition to win over clients and deliver the highest level of customer service in the industry. If you are confident that you are the next “ideal TC”, send us your resume.....we’ve got what you want....you’ve got what we need!

