

العربية للطيران
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Vacancy – Sales Executive / Mashhad Station

Air Arabia

Welcome to Air Arabia, the Middle East and North Africa's first and largest Low Cost Carrier (LCC). We fly you to over 120 destinations spread across the Middle East, North Africa, Asia and Europe. We offer you comfort, reliable and value for money air travel across our network and with our value proposition "Fly More", we help you to fly more often to more places at your own convenience!

About the job

This role is responsible for selling Air Arabia services to travel agents, companies and gains their commitment to promote the same.

Key responsibilities:

- To achieve and exceed the set revenue targets of the territory.
- To manage and develop sales among travel agents and corporate and online portals in Mashhad station.
- Liaise with the E-Business team to promote online sales and increase ancillary revenue through directed sales activities.
- Identifies key contacts and decision makers in travel agencies; makes appointments and conducts meetings to educate and influence them to promote Air Arabia products and services.
- Increase distribution by identifying and enrolling new sales agents and looking at alternative distribution channels.
- Provides monthly reports to agents and their performance and discuss ways and means with them so as to take corrective actions, where necessary.
- Initiates marketing activities to maintain Air Arabia awareness in the market.
- Maintains and increase customer database, ensuring that key data elements are accurately recorded and kept up to date.
- Keeps up-to-date with industry/competitor information including information concerning passenger trends and activities; keeps up a timely flow of key information to the Manager.
- Identifies prospective locations for sales/promotion activities based on statistical analysis– informs the Manager.
- Liaise and come up with solution on improving route with low load factor.
- Prepares and sends weekly sales report to the Manager identifying areas of concern.

Qualifications & Experience:

- Essential – Educated to a Degree level
- 1 – 2 years Sales experience. Airline Sales / travel agent experience preferred
- Excellent communication skills in written and spoken English
- Skills in other languages is an advantage

Do you think you have what it takes to be part of our dynamic and result oriented team? If the answer is yes, then you may apply for the position by sending us a copy of your updated resume to mnaserbakht@airarabia.com clearly mentioning in the subject line: Sales Executive / Mashhad Station

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اصفهان ۰۳۱-۳۶۶۵۰۳۰۰
آبادان ۰۶۱-۵۳۳۴۵۸۰۸

مشیراز ۰۷۱-۳۶۲۷۱۴۶۳
لار ۰۷۱-۵۲۳۳۴۸۴۸

تهران ۰۲۱-۴۱۹۸۵
مشهد ۰۵۱-۳۸۴۷۶۶۰۱