



Job Opportunity Account Manager | Qatar Airways | Tehran

We are pleased to announce an incredibly exciting opportunity to join our Commercial team in Tehran as Account Manager.

Job Purpose

Ultimately responsible for delivering the revenue budget for the prescribed portfolio of accounts. Gain maximum value for the airline by negotiating Commercial Agreements between the two parties. Engages in joint sales and marketing activity to grow the level and quality of QR revenue sold through these partners and driving efficiencies in the distribution processes.

Key Responsibilities

- ✦ Manage a portfolio of local accounts based along the Tehran
- ✦ Define, implement and communicate effective account management strategies that maximize revenue generation
- ✦ Establish a robust pipeline of new business opportunities
- ✦ Prospect leads and opportunities for the Corporate Team
- ✦ Forge strong relationships with community associations, influencers and leaders to secure brand loyalty

Qualifications

- ✦ Proven track record of trade account management
- ✦ 5 years industry experience
- ✦ Strong skills in prospecting, negotiating and closing
- ✦ Excellent communication skills and competency in business language

If interested please apply online on:

[Account Manager - Tehran job in Tehran - THR, Iran - IR | Corporate & Commercial jobs at Qatar Airways](#)