

JOB OPPORTUNITY

Sales Executive – Tehran

About Your Job:

In this role, you will be responsible for delivering the Revenue Budget for the prescribed portfolio of accounts. This will include developing a successful, consistent approach to local and international dealing, which drives maximum revenue and minimum cost of sale. You will gain maximum value for the airline by negotiating Commercial Agreements between parties. You will also engage in joint sales and marketing activity to grow the level and quality of QR revenue sold through these partners and drive efficiencies in the distribution processes.

About You:

You should be between ages of 25 to 35, you will need Trade or Vocational qualification combined with a minimum of four years airline sales experience working directly for an airline, or within an Agency or TMC environment. Prior exposure to QR systems, such as the Amadeus GDS system, and the ability to interpret available data would be advantageous. You will need excellent interpersonal and communication skills combined with the ability to influence the negotiation of commercial contracts. You will be a team player, with strong organizational, planning and time management skills combined with good commercial awareness and business acumen. The ability to analyze and interpret data and then articulate to external customers is required.

You will need to be fluent (written and oral) in English to be effective in this role.

If interested please apply online on:

www.Qatarairways.com/ir —> Careers —> IRAN —> Apply for the Vacancy
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