

25JAN/THR-QR-640-TSS-17

## JOB OPPORTUNITY

### Commercial Manager-Mashhad

#### About Your Job:

As Commercial Manager you will provide overall leadership on a strategic and commercial level for all sales and other activities in the assigned territory. You will strategically develop and deliver revenue for Qatar Airways maximizing the return from the existing market whilst identifying and penetrating new markets where appropriate. You will be responsible for the effective management of all staff and company assets in your assigned territory.

You will be accountable for the strategic direction of Qatar Airways Corporate, Leisure and Trade sales and for defining the optimal way to increase sales by recommendations for routes, timings, aircraft type and other product developments. Responsible for delivering set revenue targets you will formulate and implement the station sales strategy to maximize short and long term revenue opportunities, reduce cost of sale and generate channel shift where appropriate. In order to reach these objectives you will be required to develop effective marketing strategies.

Effective relationship management with other airlines, trade bodies, government and civil aviation authorities and the general public is key to success in this role as is the ability to spearhead the development and implementation of initiatives aimed at building Qatar Airways global brand, increasing industry esteem and preference and establishing ownership of the market space.

Management of the station organization and the team against clear revenue targets is essential as you will have overall responsibility for performance management, coaching and development and training.

#### About You:

You will have a Bachelors degree with at least 5 years experience in the travel industry and/or Airline Marketing. You will need strong sales ability with a proven track record over 5 years or more. You will have experience in selling of airline, tour operators, or hotel products together with good knowledge of the geographical territory within your scope of coverage. You must have a good understanding of different processes within the airline, be self-motivated, creative but realistic, possess change management skills and have exposure in handling sales for specific markets. You must have proven ability to negotiate and adapt to a multi-cultural and fast paced working environment and be able to work with colleagues at all levels.

A sound knowledge of the travel industry, with proven commercial and business acumen and an ability to articulate and deliver objectives is a basic requirement. You must be fluent in Persian and English.

#### If interested please apply online on:

<http://careers.qatarairways.com/qatarairways/VacancyDetail.aspx?VacancyID=119144>

<http://www.qatarairways.com/ir>

[www.Airc.ir](http://www.Airc.ir)