



JOB OPPORTUNITY WITH OMAN AIR



Position	District Sales Manager -Mashhad
Education and experience	Bachelor Degree with 6 years of relevant experience handling sales function in airline industry Or Two Years College Diploma With 10 years of relevant experience.
Special Skills and knowledge	<ul style="list-style-type: none"> ▪ Proficiency in English(Reading and Writing) ▪ Proficiency in MS Office ▪ Analytical skills ▪ Decision making ▪ Management skills through understanding of the sales function in the airline industry
Role Objective	Promote Oman Air sales and increase the revenue and profit without compromising Oman Air Standards the assigned territory
Area Of Responsibility	<ol style="list-style-type: none"> 1. Plan ,Organize and coordinate sales calls to travel agents corporate houses and Governmental situations. 2. Set sales targets for sales staff and ensure they are met. 3. Identify market segments and market opportunities and recommend suitable marketing. 4. Develop suitable sales strategies according to market condition. 5. Analysis Market situation and competitors practice. 6. Ensure revenue is increases and yields is improved. 7. Responsible for pricing update in coordination with pricing at HDQ, recommend fare revision according to OAL practice. 8. Recommend cost control in respect to POS. 9. Forecast sales and give sales presentations to senior management , government bodies and cooperation houses. 10. Manage all internal staff issues through Country Manager and set Standards for the entire section to reflect Oman Air Image. 11. Update Management with all relevant statistics and liaise with customer relations officer through country manager for all passenger complaints.
<p>If you are interested please email us on Zahra.Yahyavizadeh@gsa.omanair.com Or http://www.omanair.com/en/about-us/careers Telephone number:021-87111166</p>	



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