



Application online only at <https://www.linkedin.com/jobs/view/3817594101>

More information : samy.addou@ita-airways.com

ITA Airways, the Italian national airline, has a rapidly expanding global network and fleet, and are subsequently looking for an experienced, motivated new Sales Manager. Applicants should be highly motivated with strong commercial acumen. In this position, you will be able to make a difference in a varied, interesting role, where sustainability is one of our fundamental pillars. You will report to the Country Manager and manage our commercial team, you will be responsible for delivering targets and build relationships with key stakeholders.

For the Leisure & Business Sales function in Paris, France we are looking for a **Sales Manager**.

Job Purpose

Manage the French Sales team, coordinating the delivery of targeted revenue of their respective portfolios. Manage an allocated client portfolio of key accounts, develop existing relationships, and scout for new revenue opportunities as well as raise brand awareness in the market to maximize yield.

Main Tasks

- **Portfolio and Client Relationship Management.** Maintain and increase sales revenue generated by B2B partners and their clients within the designated portfolio. Develop and maintain a strong professional working relationship through calls and visits with clients to strengthen company market positioning. Ensure excellent market presence by exceeding targeted sales calls.
- **Identify New Business Opportunities.** Constantly identify and action new business opportunities to expand the client base and unlock new commercial opportunities. Pursue, build and grow leads to new business sources in line with company strategies, with a particular focus on high-value flows.
- **Sales and Marketing Promotional Activities.** Create and implement promotional and marketing activities focusing on increased sales revenue and increased market share with existing and potential new clients. Develop ad-hoc and co-marketing initiatives promoting ITA Airways where possible leveraging partner airlines and other industry suppliers e.g. hotels / tourist boards / car hire etc. to optimize impact and profit.
- **Client Negotiation.** Prepare commercial agreement for review and approval, in line with Commercial guidelines. Negotiate agreements both internally and with clients, providing clarity on conditions and selling benefits. Distribute nett fare contracts to clients with agreed targets, monitor performance, and carry out regular reviews of production and shortfalls. Identify opportunities for tactical negotiation as and when agreed by company commercial policy, negotiate implementation with head office, and monitor results to shape future activity. Deliver sales targets.

ITALIA TRASPORTO AEREO S.p.A.

Società con socio unico
SEDE LEGALE:
Via Venti Settembre 97 – 00187 Roma – Italia
PEC: italiatrasportoaereo@legalmail.it

Cap. Soc. € 699.190.697,55 i.v.
Numero di Iscrizione al Registro delle Imprese di Roma,
Codice Fiscale e Partita IVA 15907661001
R.E.A. di Roma n.1622937



- **Training and company representation.** Offer product training and provide workshop participation, physical events or webinars online, to key agents and/or corporate clients covering all aspects of pricing, products, and services (in person, online, and email). Act as a brand ambassador attending duty travel trips, trade/consumer events and accompanying educational trips, including overseas, which may require several days at a time, both within and out of regular office hours.
- **In-house Administration, Analysis and Reporting.** Measure and monitor the performance of the Sales team's accounts regularly. Manage field pricing activities coordinating tasks among the Sales team. Gather benchmarking information and propose strategies to the Country Manager for ITA Airways positioning in the FR market. Update Salesforce reporting tool with weekly call pattern of activities and appointments within the given timeframe. Supply reports on an ongoing basis including feedback on client visits, new business opportunities, initiatives, and competitor activities.
- **Business Intelligence.** Identify and supply the appropriate stakeholders with competitor benchmarking and applicable market business intelligence regarding pricing, conditions, published and private products, and after-sales trends across the industry. Utilize business acumen to highlight the most salient points and provide valuable insight into every aspect of the competition and commercially pertinent factors.

Person Specification

- Strong track record, with a minimum of 5 years relevant consolidated experience in the travel or hospitality industry, with the proven ability to deliver/exceed targets.
- Excellent spoken and communication skills in French and English. Italian is an advantage.
- Ability to deliver tailored presentations to a wide audience is essential.
- Ability to build strong relationships with all stakeholders, with outstanding negotiation skills to deliver deals and ultimately deliver revenue results.
- Strategically minded and in possession of the proven ability to analyze data making clear recommendations to the business.
- Proactive and enjoys working in a fast-paced environment, full of initiative to generate and implement new business and expand client base. Able to focus on priority setting and review actions according to evolving requirements.
- Manage & support the sales team, whilst working under pressure, ensuring deadlines are met.
- Robust knowledge, experience of Web/e-commerce would be an asset.
- The right to live and work in France, based in Paris with a strong knowledge of the French travel market.

Type of contract offered : Permanent employment contract.

Place of work : Paris, c/o ITA Airways local premises.

If you recognize yourself in these characteristics, we look forward to your application!

Pursuant to art. 13 D.lgs.196/03 of the Italia "Data Protection Code", ITA Airways hereby declares that your personal data will be collected and used only for the recruitment process. ITA Airways shall conduct all data processing activities in conformity with the requirements and provisions of Leg. Decree n. 196/2003. Our personnel search is addressed to candidates of both sexes, in accordance with Legislative Decree No. 198/2006.

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