

Account Manager – Jobs in Dubai | Qatar Airways

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Company: Qatar Airways

Location: , Dubai, United Arab Emirates

Category: sales-and-related

Account Manager – Jobs in Dubai | Qatar Airways

Job Responsibilities:

Contributes to the formulation and implementation of QR sales strategy to maximize short- and long-term revenue opportunities, reduce cost of sale and generate channel shift.

Introductions of PLB's where appropriate.

Reviews QR sales data with account portfolio to drive revenue and seek tactical opportunities.

Submit monthly sales call plans and weekly sales reports and update the trade and corporate houses about QR's products and services.

Provide management with any market intelligence on the strengths, weaknesses, threats and opportunities of QR, events and recommend desired changes, with proper justification.

Responsible for acquiring sales leads and increasing awareness of QR product. Distribute timetables, giveaways and other QR marketing items.

Increase visibility of QR by displaying QR marketing materials and ensuring maximum publicity through media coverage, in coordination with SM and H.O. Marketing Department.

Advising on forthcoming product developments and discussing special promotions.

Plan selling activities for the assigned areas to ensure optimum revenues for QR.

Lead discussions on PLBs with accounts

Recommends pricing requests from Corporates/Trade and is responsible for individual budgets.

Effectively manage accounts and key customers and effectively plan sales calls, submit sales call plans, and sales reports, as required. Update the trade and corporate houses about QR's products and services

Research and report other airline schedules/practices/ fares, events and other potential QR concerns and recommend corrective action.

Perform other department duties related to his/her position as directed by the Head of the Department.

Representing the organization at trade exhibitions, and events.

Develops and maintain good relations with the Travel Trade, Corporates, Government, embassies and Commercial Houses.

Maintaining and developing relationships with existing customers via meetings, telephone calls and emails; visiting potential customers to prospect for new business.

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