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Sales Manager – Kerala Jobs in UAE | Air Arabia Careers

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Company: Air Arabia

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To achieve the Company's commercial objectives in Kerala by identifying new channels of business, building effective business relationships and enhancing brand visibility.

Accountable for revenue achievement and overall market share growth/.

Job Responsibilities

Translates input received from sales teams into recommendations to Regional Manager based on cost/benefit analysis.

Drives/supports sales target scales, objectives and performance parameters of the sales team in the assigned geographical area/territory.

Constantly reviews financial data to evaluate performance, identify shortages, determine root causes, recommend changes to Area Manager, and implement corrective measures accordingly.

Develops, capitalizes on and maintains effective relationships with external parties of different nature such as travel agencies, GSAs, government departments, ministries, tourism companies, as well as individual agents and trade companies, to enhance business and grow sales

Job Requirements

Bachelor Degree in Management, Commerce, Sales, Marketing or equivalent.

Additional qualification in Aviation/IATA/Tourism is a plus.

Proficient in computer applications and usage of Microsoft word, Excel, Power Point.

Native Malayalam speaker.

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