



Ваш надійний помічник

# Sales manager

📍 Харків,

Компанія: Lot polish airlines

Рубрики: [Туризм та спорт](#), [Транспорт](#), [автосервіс](#)

## Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	обов'язковий
Графік роботи:	повний робочий день

## Опис вакансії

### Sales Manager for Eastern Ukraine (Kharkiv, Dnipropetrovsk, Zaporizhzhia)

Workplace: Kharkiv, home based job

#### Essential Functions

Travel agent outreach and education, F2 °F meetings Sales Support set-up, functions and supervision Top producing travel agent / customer relationships Other to include: Sales campaigns support, trade / marketing market activities

#### Your tasks will include:

Realization of company general strategy towards local distribution channels. Achieve growth & revenue targets within assigned distribution channels and market segments. Regular result's monitoring and reporting. Responsible for achieving financial objectives defined by management. Contribute to the development of the sales strategy and be in charge of applying sales plans within the assigned customer portfolio in compliance with the company business strategy and the local law. Regular market monitoring, continuous research of customer trends, providing strategic feedback to Marketing, Revenue Management & Pricing, Sales & Network departments to strengthen product offerings and capture additional business. Focus on developing and expanding new accounts. Responsible for contracted customers, ensure the highest quality of services and customer satisfaction. Develop and maintain effective trade / customers relationships, support of trade in daily work needs. Proactively strengthen in depth knowledge of product. Organization / Assistance with Sales and Marketing related events in the region.

#### Our expectations:

- Bachelor's or Master's degree.

Minimum of two (2) years of relevant sales experience. Knowledge of key marketplace issues in the aviation industry and related businesses. Results / Target oriented, capable of bringing prospects to the sales process. Excellent time management skills. Team Player. Strong commercial acumen, ability to solve complex issues. Excellent verbal and written communication skills. Strong communication and negotiation skills. Creative thinking in terms of marketing efforts Constantly searching for niche potential with proactive approach. Fluent in spoken and written Russian, Ukraine, English. Polish would be an advantage. Experience with Amadeus reservation system and Microsoft office suite. Ability to travel.

#### What can we offer you?

Work in the multinational company, participation in interesting projects. Possibility to implement own ideas and innovative solutions as well as competence development. Decent official salary.

- Service tickets for all LOT flights and selected other airlines around the world.

Please send us your resume via the following link: <https://system.erecruiter.pl/FormTemplates/Recruit...>

## Контактна інформація

Контактна особа: ЮліяКопчук