

Inside Sales Account Executive

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Company: Amadeus

Location: Buenos Aires

Category: other-general

Job Title

Inside Sales Account Executive

If you are looking for the next step in your commercial career, if you are a results driven person with customer focus...this is an opportunity for growth in a multicultural and diverse environment. You will be part of the Travel Sellers Sales team that is responsible for the commercial success to acquire, retain and develop customers (travel agencies) under the inside sales scope in Latin America.

In this role:

You will manage the commercial relationships and revenue generation of a portfolio of existing customers in cooperation with the IT Sales, Customer Solutions, and Commercial Operations in order to maintain a high standard of customer satisfaction and profitability.

You will also develop Amadeus customer accounts, contribute to sustaining and growing Amadeus market share and revenues to achieve long-term success.

The ideal candidate:

Bachelor's Degree in Tourism or related field

Native Portuguese and proficient English. Spanish is mandatory

Demonstrated success and experience in a commercial/sales role (tourism-related is not mandatory but desirable)

Analytical skills, managing databases.

Advanced Excel or business intelligence tools are mandatory.

What we offer:

A critical mission and purpose - At Amadeus, you will be powering the future of travel and pursuing a critical mission and extraordinary purpose.

A truly global DNA - Everything at Amadeus is global, from our people to our business, which translates into our footprint, processes, and culture.

Great opportunities to learn - Learning happens all the time and in many ways at Amadeus, through on-the-job training, formal learning activities, and day-to-day interactions with colleagues.

A caring environment - Amadeus fosters a caring environment, nurturing both a fulfilling career and personal and family life. We care about our employees and strive to provide a supportive work environment.

A complete rewards offer - Amadeus provides attractive remuneration packages, covering all essential components of a competitive reward offer, including salary, bonus, equity, and benefits.

A flexible working model - We want our employees to do their best work, wherever and however it works best for them.

A diverse and inclusive community - We are committed to leveraging our uniquely diverse population to drive innovation, creativity, and collaboration across our organization.

A Reliable Company - Trust and reliability are fundamental values that drive our actions and shape long-lasting relationships with our customers, partners, and employees.

Diversity & Inclusion

We are an Equal Opportunity Employer and seek to hire the best candidate regardless of age,

beliefs, disability, ethnicity, gender or sexual orientation.

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