

Argentina Jobs Expertini®

Travel Sellers - Country Leader Argentina and Uruguay

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Company: Amadeus

Location: Buenos Aires

Category: other-general

Job Title

Travel Sellers - Country Leader Argentina and Uruguay

Country Leader Argentina and Uruguay for Travel Sellers

Position Type: Permanent

LocationBuenos Aires, Argentina

Lead is a mission. Making the team engaged while reaching results, an art ...

Lead a team of excellent professionals is a hard and pleasant job. It demands coaching, mentoring and clarity in the definition of roles and responsibilities. Being part of a Sales team brings the possibility of making new friends and business partners, having conditions to influence and support the growth of our customers' business. At Amadeus, we want to make the travel better, for everyone, everywhere, in a sustainable environment. We will do that increasing our share in the markets we are present, influencing with our technology and services the way our customers attend their final clients, the travelers.

Are you the next **Country Leader for Argentina and Uruguay** are looking for?

You will lead the field sales' commercial team in charge of Travel Agencies in Argentina and Uruguay

You will be responsible for achieving sales targets and financial results, according to regional and global strategy and priorities.

You will represent Amadeus in those markets, towards travel associations and media

vehicles.

In this role you'll:

Lead Travel Sellers commercial activities of Field Sales Accounts across Argentina and Uruguay, creating and executing the commercial plan to reach annual ACV (Annual Contract Value) targets while respecting regional and global strategy, commercial policies, premises and goals, with limited supervision in a complex environment.

Provide support to your team, contributing to their professional growth and engagement.

Represent Amadeus in those markets, towards travel associations and media vehicles.

Organize the commercial team, distributing the customers under his/her responsibility among the account managers in an efficient way, watching over:the creation of a strong relationship with Travel Agency's top management, establishing periodic meetings to discuss business evolution.the accuracy of CRM data (Sales Force), ensuring that the status of all opportunities and activities into the system reflects their current status. the evolution of sales pipeline and the achievement of annual sales targets.the correct engagement of areas that support commercial activities, like CSM (Customer Success Management) and SC (Solution Consulting), taking advantage of the services provided by those areas to generate sales leads and increase adoption of Amadeus' content and products.

Give special attention to Strategic and High Potential accounts by:Ensuring all of them have an Account Development Plan to guide our commercial strategy to those accounts.Organizing in coordination with CSM and SC teams the Quarterly Operational Reviews, identifying and following up actions to increase customers' satisfaction.

About the ideal candidate:

Bachelor's degree in Tourism, Business Administration or Engineering

Experience in team leadership (at least 5 years)

Previous experience in a customer facing role (at least 5 years)

Fluency in English

Excellent negotiation skills

Excellent communication skills

Market recognition as a leader / specialist in travel

strong communication (written/oral)

ability to create solid internal and external relationships.

Must be open to travel (15% of the time)

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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