

## Join a Global Leader – Anjuna Airline Solutions

We're Anjuna Canada Inc, a subsidiary of Anjuna Solutions PTE, a global expert in airline GSA services. We offer a unique opportunity for experienced Business Development Managers to drive sustainable growth across Canada.

### Business Development Manager – Eastern Canada

**Location:** Toronto, ON

**Job Type:** Full Time

**Salary:** CAD\$75,000 plus Bonus Incentive CAD\$20,000

### About the Role:

As a Business Development Manager, you'll manage sales of new airlines and the Thai Airways product, spearheading strategic initiatives to exceed revenue targets. You'll work closely with airlines, travel agencies, and industry partners to build strong relationships and secure profitable deals.

### Responsibilities:

- Develop and implement sales & marketing strategies for your assigned territory.
- Forecast revenue and manage budgets within set guidelines.
- Grow existing contracts and build new airline accounts for Anjuna.
- Manage airline portfolio accounts, ensuring customer satisfaction.
- Analyze market trends and identify high-ROI channels for the aviation industry.
- Collaborate with the sales team and develop effective go-to-market strategies.
- Create marketing campaigns to generate sales leads.
- Represent Anjuna professionally at industry events and trade shows.
- Possess strong analytical, communication, and presentation skills.
- Thrive in a fast-paced environment and manage multiple priorities under pressure.

### Qualifications:

- Proven track record in senior sales positions within the airline/travel industry.
- In-depth knowledge of BSP processes and the Canadian travel agency landscape.



- Excellent communication, negotiation, and relationship-building skills.
- Strong digital marketing experience with SEO, SEM, and social media expertise.
- Fluent in English (French and Spanish a plus).
- Computer literacy in Microsoft Office, PowerBI, Amadeus, and Sabre.
- Authorized to work in Canada.

### **Benefits:**

- Competitive salary (CAD\$75,000 + CAD\$20,000 bonus)
- Comprehensive health and dental plan
- RRSP contributions
- Exciting career growth opportunities within a global company

### **Apply:**

Please submit your resume and cover letter to [osanna.tam@anjunagsa.com](mailto:osanna.tam@anjunagsa.com)

Join Anjuna Airline Solutions and build a rewarding career in a dynamic airline industry!