

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 Sales Managers to drive sustainable growth across Victoria and Tasmania.

Sales Manager – VIC & TAS

Location: Melbourne, VIC

Job Type: Full Time

About the Company:

Aviation is part of our DNA. Anjuna offers all the services of a traditional airline General Sales Agent (GSA), but it's more of a Strategic Airline Partner (SAP) where our team becomes an extension of the airline, working together to leverage multiple data points in real-time to identify network opportunities, capitalize on new and existing market segments, create operational efficiencies, and reduce costs.

About the Role:

The Sales Manager is responsible for managing the day-to-day sales of our portfolio of airline clients to increase revenue and meet airline expectations.

Responsibilities:

- Manage sales activities in assigned territory and handle customers in different time zones.
- Set sales strategies within assigned territory and forecast revenues.
- Grow revenue on existing contracts as well as achieve and/or exceed forecasted targets whilst maintaining cost control within set budget guidelines.
- Focus on all segmentations of the market i.e., Corporate, Leisure, VFR, OTAs, etc.
- Attend trade events, sales calls, FAM trips, host webinars, etc.
- Account Management of airline portfolio
- Assist to develop new airline accounts for Anjuna locally and globally.
- Adhere to budgeted costs across all sales and marketing activities.
- Maximize cost efficiencies where possible.
- Ensure that all activities fall within organizational policies and procedures and comply with corporate standards.
- Comply with safety and environment in the workplace.

- Represent client airlines in a professional manner and deliver customer intelligence to support product development and sales.
- Provide competitive environment and customer trend data to the executive management to make informed and quality strategic decisions.
- Identify and quantify potentially new distribution channels with a high ROI for the aviation industry.
- Collaborate with multiple stakeholders to create go-to-market strategies for key accounts and develop marketing campaigns to support sales lead generation.
- This role requires the ability to manage several responsibilities at once with little supervision, yet always supported.
- Other responsibilities and tasks required at times.

Qualifications:

- Must have a minimum of three year's external sales experience in the travel industry, e.g. airline, travel agency, consolidation (et. al)
- Proven history of identifying, negotiating, and closing on sales opportunities with achieved results
- Intimate knowledge of the travel agency landscape throughout Victoria and Tasmania
- Excellent presentation skills; sales-driven and self-motivated
- Ability to forge strong personal relationships with senior airline/industry partners.
- Excellent collaboration and communication skills across cultures; enthusiastic about creating business value.
- Analytically focused coupled with attention to detail; flexible and agile regarding change.
- Ability to plan workloads and meet deadlines while working under pressure.
- Must work well in a multi-cultural team environment and in time-sensitive situations.
- Fluent in English
- Computer literacy - Microsoft Office, GDS, PSS, CRM
- Authorized to work in Australia.

Apply:

Please submit your resume and cover letter to daniel.quigley@anjunagsa.com

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