

Key Account Manager - Corporate & Agent sales

EMEA (Regional Headquarters for Europe, Middle East and Africa)

Job Title	Corporate & Agent Sales and the Area 2 region (France, Benelux, Switzerland, Spain) Key Account manager
Contract	Permanent, Full time
Hours	Full Time - 35 Hours Per week
Location	Paris, Charles de Gaulle Airport
Reporting	Assistant Manager or Manager in EMEA
Job Purpose	We are looking for a dedicated Marketing & Sales Representative to join our team, working across both Corporate Sales and the Agents in Area 2 region (France, Benelux, Switzerland, Spain). In this position, you will support our team in managing key accounts and partners in both segments to achieve our sales targets and ensure a positive travel experience for our customers.
Duties and Responsibilities	<ul style="list-style-type: none"> Support in identifying and prospecting potential partners in both the Corporate and TMC/NON-TMC segments within a defined territory or industry segment. Assist in maintaining strong relationships with our clients and partners. This includes supporting the management of Corporate clients as well as TMCs and/or NON TMCs. Act as a point of contact for partner requirements and travel needs. Support in negotiating contracts and terms with various partners. Maintain accurate records of all sales activities and client interactions in Sales Force. Contribute to reports on sales performance and market insights. Support in creating customised travel solutions. Assist in managing budgets and financial aspects related to the assigned portfolio. Analyze travel data to identify trends, opportunities, and areas for improvement. Continuously monitor market trends, competitor activities, and industry developments. Ensure partners receive excellent customer service and that issues or concerns are resolved promptly. Collaborate with internal departments, including marketing, inside sales, operations, and customer service, to ensure seamless service delivery to partners. Gather information on industry regulations, security requirements, and compliance with travel policies. Support the adherence to company policies, regulations, and industry standards in all sales activities and contracts. Gather information on ESG developments within the company and the market. Occasional travel for client meetings, industry events, training, and fam trips may be required.
Knowledge, Qualifications & Skills	<ul style="list-style-type: none"> Bachelor's degree in Business, Marketing, or equivalent experience in a related field. Initial experience in account management, preferably in the airline/travel industry. Good communication, negotiation, and presentation skills. Strong interpersonal skills and the ability to build and maintain relationships. Ability to work independently and as part of a team. Knowledge of airline services, routes, and industry trends is a plus. Familiarity with CRM software (Sales Force) and GDS/reservation systems is a plus. Goal-oriented, self-motivated, and results-driven.



Outside-Company Memorandum
Job Vacancy

	<ul style="list-style-type: none">• Basic financial/commercial acumen and attention to detail.• Good time management.• Language: French – Native level, English - advanced level, Japanese - are an asset.• Driver's license preferred
Benefits	All the benefits, terms and conditions as ANA Paris Office Employee Handbook
Working Hours	Office hours, Mon-Fri
How to apply	Send CV to: ml_notice_parisrecruit@ana.co.jp *Please refer the last page sample
Closing Date	TBA *The closing timing is subject to change without notice
Others	Candidates with a valid French work permit are preferred



Photo

NAME
HERE

JOB TITLE HERE

PROFILE

Want to put your own image in the circle? It is easy! Select the image and do a right mouse click. Select "Fill" from the shortcut menu. Choose Picture... from the list. Navigate your computer to get the appropriate picture. Click okay to insert your selected image.

Once your image has been inserted, select it again. Go to the Picture Tools Format menu. Click on the down arrow below "Crop" and select "Fill" from the list. This will auto adjust your image to crop to the image. You can click and drag your image to place it appropriately.

CONTACT

PHONE:
678-555-0103

EMAIL:
someone@example.com

Address:
Commune, post code

Date of Birth:
DD/MM/YYYY

HOBBIES

Hobby #1
Hobby #2
Hobby #3
Hobby #4

EDUCATION

[School Name]
[Dates From] - [To]
[It's okay to brag about your GPA, awards, and honors. Feel free to summarize your coursework too.]

[School Name]
[Dates From] - [To]
[It's okay to brag about your GPA, awards, and honors. Feel free to summarize your coursework too.]

WORK EXPERIENCE

[Company Name] [Job Title]
[Dates From]–[To]
[Describe your responsibilities and achievements in terms of impact and results. Use examples but keep in short.]

[Company Name] [Job Title]
[Dates From]–[To]
[Describe your responsibilities and achievements in terms of impact and results. Use examples but keep in short.]

[Company Name] [Job Title]
[Dates From]–[To]
[Describe your responsibilities and achievements in terms of impact and results. Use examples but keep in short.]

SKILLS

