

[EMEA Marketing & Sales] Key Account Manager Roles

Job Title	Key Account Manager (Responsible area: Turkey, Scandinavia, Greece, Middle East and Africa)
Location	Hammersmith, London
Contract	Permanent, Full-time
Duties and Responsibilities	- Identify and prospect potential partners through market research, develop and implement strategic plans for building partnerships with trade partners. - Negotiate contracts and terms of service agreements with partners to ensure mutually beneficial partnerships. - Responsible for the end-to-end management of GSA partnerships across multiple territories, ensuring optimized sales performance, brand integrity, and strict adherence to corporate commercial directives. - Manage key accounts, develop and maintain strong relationships with partners. - Build and maintain strong relationships with partners utilising the Client Relationship Management led approach is crucial. Act as the primary point of contact for trade partners and ownership within ANA, addressing inquiries, resolving issues, and nurturing partnerships. - Manage budgets and financial aspects related to assigned portfolios. Ensure that ANA meets revenue and profitability targets while providing value to partners. - Attend industry events, conferences, and trade shows to build relationships, gain insights, and promote ANA's products and services. - Create and deliver compelling sales presentations (offline or online) to partners, highlighting ANA's services, routes, pricing, and any exclusive benefits for travellers. Customise offerings to meet the specific needs and preferences of trade partners. - Continuously monitor market trends, competitor activities and industry developments. - Plan and execute marketing campaigns and promotions.
Knowledge, Skills and Qualifications	- Proven history of success in account management, preferably in the airline industry. - Excellent communication, negotiation and presentation skills. - Strong analytical skills with a solution-oriented approach to business challenges. - Strong interpersonal skills and the ability to build and maintain relationships. - Highly adaptable to lead individual initiatives or contribute to collective group goals as a team player. - Deep understanding of financial drivers and a results-oriented approach to achieving KPIs. - Attention to detail. - Resilience, creativity, and innovation mindset - Business level of English is essential. Japanese and other European languages are highly advantageous.

Salary	Competitive
Working Hours	37.5 hours per week
Benefits, Conditions and Regulations	- Company Pension - Subsidised Commuting Allowance - Subsidised Gym Membership - Life Insurance - Private Medical Insurance (Currently includes dental and optical cover) - Sick Pay - Meal Allowance - Flight Benefits
Expected Start Date	June 2026
How to Apply	Please send your CV in English to: recruitment_emea@ana.co.jp
Closing Date	24 April 2026
Others	Right to work: All applicants must have the right to work in the U.K. <i>Please note that only successful candidates will be contacted for an interview.</i>