

## Corporate Sales Manager

Do You have a reputation for developing and nurturing corporate travel relationship?

We're looking for someone to join our team in marketing the next generation of travel services.

### Your responsibilities will be to

- 1) Managing Team of Relationship executives.
- 2) Identify new corporate travel customers
- 3) Meet and present proposals about our online corporate travel services.
- 4) Build Customer relationships by understanding their travel needs.
- 5) Use our analytical tools to demonstrate value and cost savings
- 6) Grow existing customer relationships
- 7) Provide monthly customer relationship reports and proactive insights
- 8) Assist and crisis-manage corporate customers when necessary
- 9) Represent us at trade fairs, events and exhibitions in the Middle East
- 10) Participate in internal product improvement and testing exercises

### The ideal candidate is

- 1) A driven professional with an understanding of corporate travel
- 2) 5+ years of experience managing medium-to-large corporate travel accounts
- 3) A valid UAE driving license
- 4) Experience developing corporate travel business in the UAE

### Who are we

Musafir.com was founded in 2007 as the UAE's first premium-experience travel website and established its presence in India in 2010.

We offer flights on over 270 airlines including low-cost carriers, hotels in over 46,000 properties around the world and a specialized online corporate travel service named Musafir Business.

We are currently pursuing an ambitious expansion plan across the globe and are looking for talented professionals to help deliver our vision of the next generation of travel services.