

## Relationship Executive

Drive corporate business and accomplish business objectives in the assigned Region.

### Your responsibilities will be to

1. Responsible for revenue targets of the corporate services & products.
2. Acquire and retain business from new corporate accounts.
3. Generate new business leads for corporate products.
4. Network with Corporate Heads/Business communities and convert them into potential clients and accordingly handle their queries on all travel enquiries.
5. Help finance in collecting delayed payments.
6. Provide feedback and market intelligence reports.
7. Conduct marketing campaigns in coordination with the Branch Managers for the respective areas.
8. Submit timely sales reports.
9. Strive to achieve & maintain market leader position in the market.

### You'll need to have

Good English communication skills

2 to 3 years of corporate sales experience.

### The ideal candidate is

A team player who takes pride in their work, has an good negotiation and sales skills

Comfortable in a fast-paced entrepreneurial environment that requires improvisation

### In return we offer

- A work environment with the region's best
- A highly competitive salary commensurate with experience and travel perks
- An opportunity to shape the future of travel

### 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 as the official ticketing partner of the Rajasthan Royals cricket team.

We offer flights on over 270 airlines including low-cost carriers, hotels in over 85,000 properties around the world and a specialized online corporate travel service named Musafir Business.

We are currently pursuing an ambitious expansion plan in India and the Middle East, and are looking for talented professionals to help deliver our vision of the next generation of travel services.

Email your CV to [hr@musafir.com](mailto:hr@musafir.com) today