



Sales Representative - Amman

Amman, Jordan

Full-time

Division: Revenue & Commercial Division

Job Description

Synopsis

Perform, coordinate and execute sales activities for assigned dealt accounts, overview and monitor the market and the competitors to ensure established Etihad sales targets are reached contributing to Etihad's profitability objectives achievement.

Accountabilities

- Establish, develop and maintain business relationships with assigned and prospective accounts to generate revenues for the organization using modern nurturing techniques.
- Communicate and meet regularly with relevant accounts to inform about new products, services and promotions to increase sales in order to reach the expected sales target.
- Build your status as a 'trusted advisor' to ensure a long-lasting fruitful business relationship with major accounts.
- Research, gather, share and analyze competitor, market and wider industry information to define the best-selling approach to increase Etihad market share and visibility.
- Cooperate with global sales enablement to determine the best promotion sales techniques.
- Communicate and regularly meet with accounts to inform about new products and promotions to ensure the best and most updated value proposal is timely communicated to the market.
- Coordinate and draft contractual agreements with accounts to ensure customer requirements are captured effectively and in compliance with existing policies.
- Interacting with various regional and HQ stakeholders.
- Represent Etihad in client meetings or external events when required.
- Lead and initiate the strategy in developing any new station/territories, be the primary point of contact for GSA (if any),
- Lead country or area commercial projects as defined by the department
- To act as a coach/mentor for any new Sales Rep in the Country or Region, supporting the new joiner by establishing a training plan, accompanying them on initial client visits, supporting in familiarization with internal tools and processes, and being a day to day point of reference
- Define, agree and execute plan of sales activity to ensure targets are reached using all the available tools, data and insights provided by Sales Strategy and Planning
- Analyze the market potential to determine the value of existing and prospective customers in terms of sales opportunities and use the sales toolkit to convert them to Revenue premium.
- Collect, review and consolidate information to support the identification of intervention areas for the regional business development to ensure sales target achievement and introduction of new products and services relevant to your customer.
- Negotiate and manage commercial agreements with assigned accounts to ensure sales can be closed,

respecting corporate guidelines and indications.

- Complete all Etihad commercial training and act as a thought leader in your area of specialism.
- Maintain the customer data current in Etihad's CRM tool.

Qualifications

Education & Experience

- Bachelor's degree with 4 years of relevant experience in sales
- Relevant commercial and analytical work experience
- Ability to lead a team, including coaching and mentoring
- Understanding of strategic topics and prioritization of projects Ability to represent the station/country, including ability to collect, sort and present information to different audiences
- Managing multiple stakeholders from various departments to achieve our goals
- This position requires a mix of sales acumen, customer service excellence, and industry knowledge to effectively represent the airline and drive revenue

Additional Information

Etihad Airways is more than the UAE's national airline - we're shaping the future of global aviation. From our hub in Abu Dhabi, we connect people across continents and cultures, while driving our "Journey 2030" ambition to double our fleet, expand our network and grow our people for a new era of excellence. Join us and become part of a vision where the world is your workplace and extraordinary experiences take flight.

To learn more visit www.etihad.com

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