

Colombia Jobs Expertini®

Director Airline IT Sales

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Company: Sabre

Location: Colombia

Category: other-general

Sabre is a technology company that powers the global travel industry. By leveraging next-generation technology, we create global technology solutions that take on the biggest opportunities and solve the most complex challenges in travel.

Positioned at the center of the travel, we shape the future by offering innovative advancements that pave the way for a more connected and seamless ecosystem as we power mobile apps, online travel sites, airline and hotel reservation networks, travel agent terminals, and scores of other solutions.

Simply put, we connect people with moments that matter.

Sabre Corporation is looking to hire an Account Director Sales for our airline clients in Latin America. This role will report into our VP of Latin America Airline Sales and Account Management. In this position, the Account Director will represent Sabre and focus on generating new opportunities by pairing the company's visions and strategy with the business goals of our clients (requiring a deep knowledge of the industry, as well as market solutions). A successful candidate is well-versed in all commercial terms, maintenance and support needs, project delivery activities, timelines and project scope.

This role has a strong preference with being in the Latin America region.

Role and Responsibilities:

Serve as the primary business contact between the client and Sabre and will be responsible for the creation of an Account Plan encompassing a short- and long-term strategy to ensure timely renewals, identify new opportunities and execute upon a retention and

revenue growth strategy.

Interact with key client stakeholders with the ability to strike a balance between client expectations and Sabre's strategic objectives.

Understand clients' business and marketplace challenges, with the ability to articulate Sabre Airline IT & Distribution Solutions capabilities to address such challenges.

Understand the clients' commercial goals and distribution strategy as well as understanding the airline's key customers.

Establish working relationships with internal and external key stakeholders, including C-Levels, in order to either drive meaningful conversations.

Engage the clients' executive stakeholders to provide input and feedback around the Account Plan.

Share and articulate a customer facing Account Plan with clients and align goals.

Establish regular business review sessions articulating the state of the account, strategic objectives, project progress and other key client performance metrics.

Articulate the value and purpose of implementing the Net Promoter Score (NPS) methodology to the client and discuss results and action plans in executive review meetings.

Facilitate client participation in Sabre conferences and Customer Advisory events to highlight future product strategies, roadmaps and or direction.

Own client requests regarding change management and sales opportunities; ensure applicable documentation, templates, processes and timelines are facilitated (including contracts, RFPs, RFIs and change requests)

Ensure signed contracts are shared with key stakeholders to ensure timely billing, or for reporting activities.

Register new sales opportunities (pipeline) electronically for management reporting and forecasting activities.

Maintain appropriate levels of involvement with client issues requiring resolution, including invoices, account receivables, service incidents.

Participate and continue activities (sales enablement training and/or solution overviews) to enhance product knowledge and understand solution roadmaps.

Must be able to travel domestically 50% within the United States and Canada.

Education and Qualifications:

Proven B2B software sales and account management experience required (minimum of 10 years) to create, maintain and enhance client relationships

Previous airline experience

IT contract negotiations experience

Advanced English and Spanish is required, Portuguese a plus

Expert negotiation and problem-solving abilities with strong influential aptitude

Strong analytical skills and problem-solving ability

Proven leadership skills

Attention to detail

Technical competence (previous work as part of or cooperatively with an IT organization)

High degree of initiative/desire to work within a team structure

Excellent written and oral communication skills

Sense of urgency and ability to meet necessary timelines

Bachelor's degree or higher

Please include your resume in English

We will give careful consideration to your application and review your details against the position criteria. You will receive separate notification as we progress your application. Please note that only candidates who meet the minimum requirements will proceed in the selection process. To learn more about the people and culture at Sabre, follow us on Facebook and

LinkedIn.

This job posting comprises the law No 19691 and its decree No 73/019, which includes the people registered in the National Register of disabled people who have the skills and aptitude for the position described in the present posting.

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