



JOB TITLE: SALES EXECUTIVE (1 Position(s))

Responsibility:

ROLE PURPOSE OF THE STATEMENT

To sell Precision Air product and network to achieve the set sales targets within the assigned territory.

KEY ACCOUNTABILITIES / RESPONSIBILITIES

- Drive the Passenger Sales and Marketing plan and deliver the company's business objectives.
- Monitor, evaluate and recommend pricing levels to deliver expected yield, margin and revenue targets
- Assist to safeguard PW's interest in the assigned territory.
- Manage relationships with the travel trade and corporate companies to enhance the company's image and revenue generation.
- Provide input and participate in the identification and progress of new business opportunities for revenue growth (through special prorate/ interline agreements/partnerships etc).
- Participate in PW's passenger revenue budget process.
- Assess and propose appropriate incentive schemes to TA, Corporate travel, and Govt so as to enhance productivity, efficiency and maximization of revenue.
- Develop and monitor expenditure budget/actual and control costs.
- Any other duties as may be assigned by the management.

Qualification Required:

PERFORMANCE INDICATORS

- Achieve passenger and revenue targets for assigned area
- Visible revenue/ passenger number growth

- Growth in Corporate contracts
- Incentive schemes for Travel Agent, Govt. and Corporate travel
- High efficiency standards through quality of customer relationship

COMPETENCIES

- High level of integrity
- Customer focused and good PR
- Highly motivated individual who works well in a team setting
- Decisive and confident
- Result oriented
- Good negotiator and articulate communicator
- Revenue and cost conscious

Experience :

KNOWLEDGE, SKILLS, EXPERIENCE

- University Graduate
- 3 years' airline experience in sales and marketing
- Excellent computer skills
- Strong analytical and visionary skills
- Planning and organizational skills
- Business acumen
- Knowledge of airline business processes is an added advantage
- Must have a Valid police certificate of good conduct
- Valid Driver's License with clean driving records

Job Opening date : 07-May-2025

Job closing date : 21-May-2025

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