

# AGENCY SALES MANAGER (PASSENGER)

## FORBES AIR SERVICES – GSA FOR EMIRATES AIRLINE



### JOB SUMMARY

As the Agency Sales Manager, you'll oversee the passenger sales team and execute the business plan for Emirates Airline, which will include setting sales targets, monitoring performance, and fostering relationships with clients, agents and corporates. You will also liaise with the Emirates team, and work with the commercial and customer service teams, to enhance brand visibility, manage promotions, and identify new business opportunities. You will be required to prepare regular sales reports to the management, conveying insights, progress towards goals and recommended actions. You will also be required to conduct regular product presentations for the industry.

### QUALIFICATIONS AND SKILLS

- Degree or Equivalent Professional Qualification in Sales Management and/or Marketing
- Minimum 8 years of overall experience in sales with minimum 3 years' experience in leading sales teams to achieve planned deliverables

Are you ready for your career to take off?  
Forbes Air Services invites a dynamic, results-driven professional to join us as the Agency Sales Manager (Passenger) for Emirates Airline and lead a high-performing team to achieve the overall objectives of the Passenger Sales Division.

### KEY RESPONSIBILITIES

- Drive revenue and profits for the passenger vertical of Emirates Airline
- Liaise with the Principal locally and at Head Office for achievement of key KPIs covering yield, route profitability and related aspects
- Maximize efficiency through process analysis and collaboration to drive revenue targets for both B2B and B2C
- Develop a sales strategy for key customer segments, covering Corporates, Embassies and Travel Agents
- Build relationships with department heads, partners, vendors and other connected stakeholders
- Stay networked and manage corporate and trade relationships
- Monitor industry trends, generate leads and evaluate sales opportunities
- Prepare and deliver analytical reports to the senior management for decision-making
- Collaborate with the sales and pricing teams to review and manage fares, deals and promotions
- Improve Emirates branding and manage PR events of the station

If you are interested in this opportunity, please send your CV to "[careers.transportation@hemas.com](mailto:careers.transportation@hemas.com)", mentioning "Agency Sales Manager (Passenger)" in the subject within 7 days of this advertisement.

