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Air India Express Careers – Job Seeker – Sales Consultant Jobs

Hiring organization
Air India Express

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

April 4, 2024

Valid through

31.08.2024

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Base Salary

USD 12 - USD 17

Qualifications

Graduate

Employment Type

Full-time

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Description

Air India Jobs Near Me

Become a Travel Industry Leader

Do you have a passion for the travel industry and a drive to succeed? Are you an energetic and results-oriented individual with exceptional communication skills? If so, then Air India Express wants you! We're seeking talented and motivated individuals to join our growing team as Sales Consultants.

This is an exciting opportunity to play a key role in the success of a leading low-cost airline. You'll be responsible for driving sales, building relationships with travel agents and corporate clients, and exceeding targets. In this dynamic role, you'll gain valuable experience in the aviation industry and contribute to the growth of a global brand.

Air India Express Jobs Near Me

About Air India Express

Air India Express is a low-cost airline that connects India with various destinations across the Middle East and Southeast Asia. We're a dynamic and fast-growing company with a commitment to providing our customers with a safe, reliable, and affordable travel experience.

Why Join Us?

As a Sales Consultant at Air India Express, you'll have the opportunity to:

- Be a part of a thriving and dynamic company in the ever-evolving travel industry.
- Play a key role in driving sales and achieving ambitious targets.
- Build strong relationships with travel agents and corporate clients.
- Gain valuable experience in sales, marketing, and customer service.
- Work in a fast-paced and challenging environment.
- Receive competitive compensation and benefits package.

Summary

We're looking for a highly motivated and results-oriented individual to join our Sales team. You'll be responsible for developing and executing sales strategies, generating leads, and closing deals. You'll also be responsible for building strong relationships with travel agents and corporate clients, and ensuring their satisfaction with Air India Express services.

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Key Responsibilities

- Develop and implement sales strategies to achieve assigned targets.
- Identify and qualify potential leads.
- Develop and maintain relationships with travel agents and corporate clients.
- Conduct sales presentations and negotiate contracts.
- Provide excellent customer service and address client inquiries.
- Monitor market trends and competitor activity.
- Prepare sales reports and presentations.

Required Skills and Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- Minimum of 1 year of sales experience (preferred).
- Strong understanding of the travel industry (a plus).
- Excellent communication, interpersonal, and negotiation skills.
- Ability to build and maintain strong relationships.
- Self-motivated and results-oriented with a strong work ethic.
- Excellent analytical and problem-solving skills.
- Proficiency in Microsoft Office Suite.
- Fluency in English and Hindi (both written and spoken) is a must. Fluency in additional languages is a plus.

Experience

This is a great opportunity for both experienced sales professionals and ambitious freshmen looking to launch their careers in the travel industry. We offer a comprehensive training program to equip you with the skills and knowledge you need to succeed in this role.

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Why Join Air India Express?

At Air India Express, we're committed to providing our employees with a positive and rewarding work environment. We offer a competitive compensation and benefits package, including:

- Competitive salary and commission structure.
- Comprehensive health insurance benefits.
- Paid time off and vacation days.
- Travel benefits and discounts.
- Opportunities for professional development and career growth.
- Dynamic and fast-paced work environment.
- Be a part of a growing and successful company.

Application Process

If you're a highly motivated and results-oriented individual with a passion for the travel industry, we encourage you to apply! To submit your application, please send your resume and cover letter to

Motivate to Join

Don't miss this exciting opportunity to launch your career in the dynamic travel industry! Join Air India Express and be a part of our team as we soar to new heights.

Overview

Air India Express offers a rewarding career opportunity for individuals who are passionate about sales, the travel industry, and building relationships. If you're looking for a challenging and fast-paced environment where you can make a real difference, we encourage you to apply!

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Important Links

Find the Link in [Apply Now](#) Button

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