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Air India Express Careers – Job Vacancy – Sales Executive 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

March 26, 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

Air India Express Recruitment 2024

Do you thrive in a dynamic environment and enjoy exceeding expectations? Are you passionate about the travel industry and building relationships? If so, then a career as a Sales Executive at Air India Express could be the perfect opportunity for you!

Air India Express Jobs Near Me

In this exciting role, you'll play a pivotal role in driving sales growth for Air India Express, a leading low-cost airline known for its exceptional service and extensive network connecting India with various destinations worldwide. You'll leverage your strong communication and interpersonal skills to build relationships with travel agents, corporate clients, and individual travelers, promoting Air India Express's flight options and competitive fares.

Summary

We're seeking a highly motivated and results-oriented Sales Executive to join our team. You'll be responsible for prospecting for new clients, developing and maintaining strong relationships, and exceeding sales targets. This role offers the opportunity to make a significant impact on Air India Express's growth while working

in a fast-paced and dynamic environment.

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Key Responsibilities

- Develop and implement a comprehensive sales strategy to achieve assigned targets.
- Prospect for new leads and identify potential clients through various channels, including cold calling, networking, and attending industry events.
- Build strong relationships with travel agents, corporate clients, and individual travelers by understanding their needs and offering customized solutions.
- Deliver compelling presentations showcasing Air India Express's services, competitive fares, and unique value proposition.
- Negotiate and close sales deals, ensuring adherence to company policies and procedures.
- Provide excellent customer service by addressing client inquiries and resolving any concerns promptly and professionally.
- Prepare and submit accurate sales reports, analyzing data to identify trends and track performance.
- Stay abreast of industry developments, competitor activities, and new travel trends.
- Participate in company training programs to enhance your sales skills and product knowledge.

Required Skills and Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field (preferred).
- Minimum of 1-2 years of experience in sales, preferably within the travel industry (not mandatory for freshers).
- Strong communication, interpersonal, and presentation skills.
- Excellent negotiation and persuasion skills.
- Ability to build and maintain strong relationships with clients.
- Target-oriented and results-driven with a proven track record of exceeding sales goals (for experienced candidates).
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint).
- Excellent time management and organizational skills.
- Ability to work independently and as part of a team.
- Strong analytical skills with a keen eye for detail.
- Adaptable and resourceful with a problem-solving mindset.
- Positive attitude, self-motivated, and a passion for the travel industry.

Experience

This role is open to both experienced sales professionals and enthusiastic freshers. For experienced candidates, a minimum of 1-2 years of sales experience, preferably within the travel industry, is preferred. However, we are also open to considering highly motivated and qualified freshers who demonstrate strong potential and a willingness to learn.

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Why Join Air India Express

Air India Express offers a dynamic and rewarding work environment where you can make a real difference. Here are just a few reasons why you'll love working with us:

- **Growth Opportunities:** We offer a supportive and encouraging environment where you'll be challenged to grow and develop your skills.
- **Competitive Salary and Benefits Package:** We offer a competitive salary and benefits package to our employees, including health insurance, paid time off, and travel benefits.
- **Work-Life Balance:** We understand the importance of maintaining a healthy work-life balance and offer flexible work arrangements whenever possible.
- **Be Part of a Leading Airline:** You'll have the opportunity to work for a well-established and respected airline with a global network.
- **Make a Difference:** Your contributions will directly impact Air India Express's growth and success.

Application Process

To apply for this exciting opportunity, please submit your resume and cover letter online. We look forward to hearing from you!

Motivate to Join

If you're a passionate and results-oriented individual who thrives in a fast-paced environment, we encourage you to apply! This is an excellent opportunity to build a successful career in the travel industry with a leading airline.

Join Air India Express and take your sales career to new heights!

General Overview

Air India Express is looking for a talented and motivated Sales Executive to join our team. In this role, you'll be responsible for driving sales growth, developing strong client relationships, and exceeding targets. If you're passionate about the travel industry and have a knack for building relationships, we encourage you to apply!

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Important Links

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

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