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Air India Private Jobs – Air India Job Seeker – Internal Sales Executive Post

Hiring organization
Air India

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 18, 2024

Valid through

31.08.2024

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Base Salary

USD 11 - USD 16

Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Air India Recruitment 2024

About Air India

Air India, the national carrier of India, boasts a rich heritage spanning over 85 years. We connect India to the world and the world to India, offering a seamless travel experience across a vast domestic and international network. As a brand synonymous with Indian hospitality, we take pride in our exceptional in-flight service and commitment to exceeding customer expectations.

Why Join Us as an Internal Sales Executive?

In this dynamic role, you'll play a pivotal role in driving Air India's sales success. This is an exciting opportunity for a self-motivated individual to contribute to the growth of a national icon. You'll work within a collaborative team environment, fostering strong relationships with internal stakeholders and external partners. This remote position allows you to work from anywhere in India, offering flexibility and a great work-life balance.

Position: Internal Sales Executive

Company: Air India

Location: Remote (All India)

Job Summary:

As an Internal Sales Executive, you'll be responsible for maximizing Air India's revenue by generating sales leads, developing strategic partnerships, and providing exceptional customer service. You'll leverage your strong communication and relationship-building skills to identify new sales opportunities and convert them into successful deals.

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Air India Jobs Near Me

Key Responsibilities:

- Develop and maintain strong relationships with internal departments such as Network Planning, Marketing, and Customer Service.
- Identify and qualify potential corporate clients for Air India's services, including cargo and passenger travel.
- Develop and implement sales strategies to achieve assigned sales targets.
- Prepare compelling sales proposals and presentations tailored to client needs.
- Negotiate contracts and finalize agreements with clients.
- Manage and update customer relationship management (CRM) systems.
- Generate detailed sales reports and analyze data to identify trends and opportunities.
- Stay abreast of industry trends and competitor activity.
- Provide excellent customer service by addressing client inquiries and resolving issues promptly.

Required Skills and Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- Minimum 1-2 years of experience in sales, preferably within the travel and tourism industry.
- Excellent communication and interpersonal skills, with the ability to build strong relationships with internal and external stakeholders.
- Strong negotiation and persuasion skills.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software.
- Excellent analytical and problem-solving skills.
- Ability to prioritize tasks, work independently, and meet deadlines.
- Strong work ethic and a results-oriented mindset.
- Passion for the aviation industry and a commitment to providing exceptional customer service.

Experience:

This position is open to both freshers with a strong academic background and demonstrably relevant skills, as well as experienced sales professionals looking to take their careers to new heights with a leading airline.

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Air India Careers

Why Join Air India?

- **Be Part of a Legacy:** Contribute to the success of a national icon with a rich heritage.
- **Make a Difference:** Play a key role in driving Air India's sales growth.
- **Growth Opportunities:** Develop your skills and advance your career within a dynamic industry.
- **Remote Work Flexibility:** Enjoy a great work-life balance with the convenience of working from anywhere in India.
- **Competitive Compensation and Benefits Package:** We offer a competitive salary and benefits package to attract and retain top talent.
- **Collaborative Work Environment:** Work alongside a supportive and experienced team.
- **Travel Perks:** Enjoy exclusive travel benefits for yourself and your loved ones (subject to company policy).

Application Process:

To apply, please submit your resume and cover letter online. In your cover letter, highlight your qualifications and enthusiasm for joining Air India.

Join Us and Take Off!

This is a unique opportunity to be part of a team that is shaping the future of Indian aviation. If you are a passionate, results-oriented individual with a strong desire to succeed, we encourage you to apply!

General Overview:

As an Internal Sales Executive at Air India, you'll have the opportunity to play a vital role in the company's success. This remote position offers the ideal blend of challenge, growth, and work-life balance. We are looking for a talented individual who is eager to contribute to a dynamic and collaborative team environment.

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