

Senior Account Manager

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Company: Sabre

Location: Belgium

Category: business-and-financial-operations

Description

Our team is looking for an experienced Senior Account Manager who will report to the Sales leader in our EMEA HQ Sabre office. This role will be accountable for a territory in the regional agency sales and account management team, with the focus on delivering sustainable growth.

Role and Responsibilities:

Align sales strategy for growth and revenue generation for existing business, which includes renewals, new product sales efforts, and share shifting opportunities across the agency territory

Evolve annual territory sales strategy and execution; perform ongoing market landscape analysis and market research to identify top opportunities and risk

Negotiate profitable contracts to maximize Sabre revenues

Partner with sales organization to ensure effective management of customers and long-term commercial success

Implement and maintain effective sales management to provide current and accurate

revenue projections and pipeline forecasts to support business growth

Ensure that key customers make best use of Sabre technology and deliver to meet agreed targets.

Sell new solutions to both existing and new customers to reach annual regional sales targets

Establish and maintain a high level of customer engagement at various levels, positioning Sabre as an innovative player in the territory

Provide regular detailed status and activity reporting in customer activities and solutions performance to leadership

Work closely with the marketing, customer engagement, product management, delivery, and consulting leaders to ensure activities (including marketing strategies, implementation, and execution) are aligned with the overall corporate strategy

Foster strong relationships with internal leaders/stakeholders across Sabre; responsible for collaboration and global process development across all segments in the region

Qualifications and Education Requirements:

Minimum 5-7 years of relevant sales work experience

Degree in relevant field

Extensive understanding of market landscape, including knowledge of key players, knowledge of the competitive landscape, key trends, opportunities, and challenges

Proven experience selling and driving negotiations to a successful close

Passion and success managing and growing a sales organization

Proven ability to influence cross-functional teams within a global matrix organization, with strong capabilities to build relationships with internal and external stakeholders

Professional presence and business acumen with articulate and persuasive oral and written communication skills

Critical thinking skills with the ability to anticipate potential issues and suggest creative alternatives to overcome barriers

Strong people skills and extremely resourceful

Strong knowledge of the travel/hospitality markets and/or enterprise software space

Fluency in written and spoken English

Skills: Business Growth; Communication; Leadership; Negotiation; Sales Management; Strategic Selling

We will give careful consideration to your application and review your details against the position criteria. You will receive separate notification as your application progresses. Please note that only candidates who meet the minimum criteria for the role will proceed in the selection process.

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