



Vacancy summary

Sales Manager - Travelport (Galileo)

GE01428102



Tbilisi, Georgia

Education : Bac + 2 DEUG, BTS, DUT

Experience : 3 years - 5 years

Industry : Tourism / Hospitality

Contract : Contract

Availability : Full Time

Driver's Licence : Motorcycle, Light Vehicle

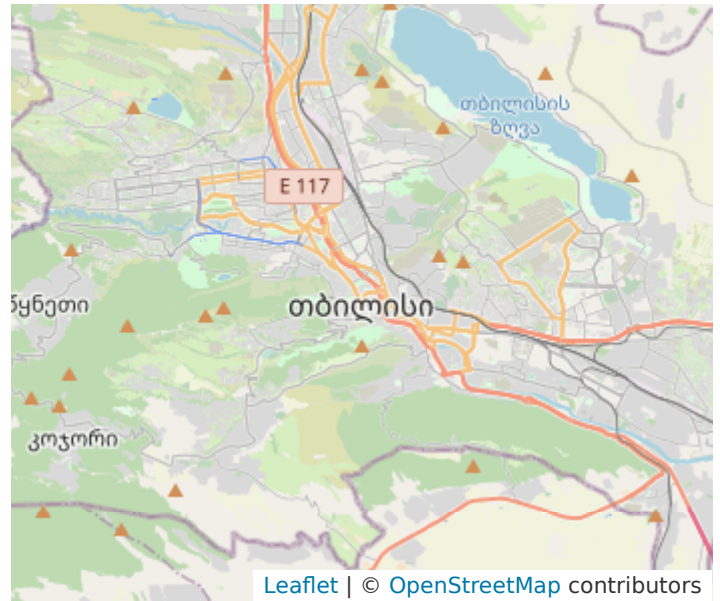
Languages

English : Advanced

Russian : Advanced

Georgian : Fluent

Vacancy location



Vacancy details

General Description

Promote Travel Agency IT and GDS(Galileo) value proposition to the target segment

Provide direct support to account management and IT sales teams during all phases of the sale process. This includes in-depth solution presentations and demos to customers, functional and technical requirement gathering, gap analysis and solution design, proposal preparation, and follow-up.

Drive the sales process for large opportunities for target customers or prospects

Build technology roadmap and engineer custom travel solutions for each opportunity

Secure handover to delivery of all contracted engagements

Deliver Technology Transformation Consulting engagements to customers.

Produce and update pre-sales product information, showcase new solutions at customer events.

Establish and maintain relations with customers.

Comply with company policies and procedures.

Achieve a higher standard of customer satisfaction.

Ensures ongoing product training.

Management, as well as your direct supervisor, reserves the right to change the above job description any time upon its own discretion

WORK EXPERIENCE REQUIREMENTS

4-5 years of experience

Contacts

mobile: (+994) 050 205 99 61