



JacTravel

Account Development Manager

Permanent Role

Are you a commercial minded “people” person?

Do you have a proven track record of Account Development in the retail travel industry?

Wouldn't you want to be part of a team who puts your career development first?

Here at JacTravel, we are looking for an **Account Development Manager** to join our team in London.

As a company, we are a key supplier of online hotel bookings and offer inbound travel services to the tourism sector. We have received numerous awards since we were first established in 1975, one of the most recent awards being the Queen's Award for Enterprise 2016.

Upon joining our team, you will grow the overall business in the assigned market and maximise the revenue of a Portfolio of Online API Accounts and Retail through customer management and product knowledge.

What's the role about?

- Building a rapport and strong commercial relationship with clients in assigned markets
- Liaise and support the sales growth process
- Building relationships within key accounts at all levels, including initiating promotions, incentives that drive profitable growth and market share.
- Ensure all key clients regularly provide hotel audits (where possible) and monthly static data is taken to ensure maximum product is loaded
- Communication with internal and external clients, both in writing, by telephone and in person
- Resolution of all technical issues causing blockages to be resolved with the help of IT
- Delivery of client specific product promotions and evaluation of their success
- Monitor client booking numbers and margin against set targets and evaluate success
- Take on new clients as required when they are passed over from Sales
- Attendance at Trade Shows and overseas travel to visit clients and prospect as required
- To ensure the CRM system is up to date at all times
- To be part of the FIT Sales Team and work with your colleagues to find solutions to problems found.
- To manage and deal with existing accounts and new business subject to change as per business requirements.



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What's in it for you?

You'll be joining an amazing team who put teamwork at the forefront of everything they do. We're looking to offer a very attractive package for the right individual with excellent company benefits.

Reporting directly to our Regional Head of Sales, you will receive the right training and support to ensure you're successful every step of the way.

In addition to this, our other company benefits are:

- Have the chance to travel to some of the most amazing locations in your market
- Up to 75% off with our selected partners if you book travel through JacTravel as an employee
- 25 days of annual leave
- Extra day off for your birthday
- Family and friends discount for hotel bookings
- Biannual eye test contributions
- Employee Assistant Programme
- Best Doctors Service
- Season Ticket Loan
- JacPot online benefits platform (discounts on high street retails)

As well as many other company benefits & perks!

What can you bring to the table?

1. Are you commercial minded with an excellent ability at building relationships?
2. Do you have an understanding of XML connectivity and IT platforms?

If "Yes!" – we would love to hear from you?

To apply directly, please click [here](#)

Alternatively, please email your CV to our HR Recruitment Partner, **Connor Karakaya** on: connor.karakaya@jactravel.co.uk