

## French Speaking Travel Account Management Director

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Company: Platinum Travel Recruitment Ltd

Location: Nationwide

Category: other-general

We are seeking an experienced French Speaking Travel Account Management Director who shall be responsible for exceeding budgeted revenue and margin set for their customers across Europe & Africa.

This shall be through the delivery of effective account growth, long term partnership development, and retention plans. The account plan will include proactively identifying the continuous improvement of commercial and revenue performance.

This well known and established travel company offers various travel services across the globe.

French Speaking Travel Account Management Director Duties:

- Develop and implement a comprehensive strategy for account management.
- Lead, mentor, and develop the account management team, ensuring high performance, professional growth.
- Directly oversee the management of key accounts, fostering long-term relationships and ensuring the delivery of high-quality service that meets customer demand.

- Drive revenue growth through account retention, share of wallet expansion strategies, and identifying new business opportunities within existing customers
- Ensure high levels of customer satisfaction and build strong, long-lasting relationships with key stakeholders.
- Work closely with other departments e.g. Sales, Marketing, and Product to ensure an aligned approach to customer management and partnership. In particular work closely with Business Development Director – EU on winning, implementing and onboarding new customers.

Generous commission and bonus is on offer along with perks.

To be considered for this role the candidate must have senior account management experience from a travel background

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