

LUFTHANSA GROUP

Job title: Account Manager (customer facing)

Start: February 2023

Location: North West England (Manchester or Liverpool catchment)
home based

Main assets:

Travel industry experience welcome

Good knowledge of the regional economy

Entrepreneurial mind-set

Responsibilities include

- Fostering existing client relationships with travel management companies, travel agents, corporate clients and other industry stakeholders
- Identifying new business opportunities
- Preparation and conducting contract negotiations in cooperation with Account Steering Experts
- Regular evaluation of portfolio development together with Sales Manager
- Representation of Lufthansa Group at industry events

Interested candidates should submit their applications on the Lufthansa career portal Be-Lufthansa until 23 December:

[Job offer: Deutsche Lufthansa AG: Account Manager | lufthansagroup.careers](https://lufthansagroup.careers)