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## **JOB DESCRIPTION**

**EL AL Israel Airlines**, Israel national airline, is currently looking for a **Sales Representative (Junior role)** to cover the Italian territory employed by Italy branch.

The primary responsibilities and required qualifications for the position are noted below.

**Position:** Junior Sales Representative

**Base Location:** Rome

### **Primary Role:**

Contribution to passenger revenue growth through customers sales (travel agencies/direct sales), marketing support and promotional activity in the designated territory. Act as brand ambassador for EL AL to the industry.

### **Responsibilities :**

- Responsible for building strong partnerships with our existing clients
- Establish business relations with potential clients to close deals
- Developing and delivering sales presentation, company and product updates to travel trade and at networking events
- Build market skills to forecast and track sales performance and potentials.
- Propose best practices and adapt sales and commercial strategies to meet specific needs of key customers
- Ability to work successfully within a cross functional team.

### **Qualifications and Experience:**

- The candidate holding a diploma/degree(Travel Trade related studies a plus) should not exceed 30 years of age
- Experience in the travel sector/similar position: minimum 2 years.
- Excellent knowledge English language
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, etc.)
- Proficiency in reservation & ticketing systems preferably Amadeus
- Team player, enthusiastic, keen to learn, positive attitude
- Reliable, strategic thinker, problem solver, highly organized
- Excellent relationship building skills - via the phone and in person
- Self-motivated, focused and goal oriented
- Client service oriented with great follow-up
- Multi-tasker
- Available to occasionally work outside normal business hours (meetings and events)
- Available to travel within the Italian territory to meet consolidated and potential customers
- **Availability IMMEDIATE.**

✓ Submit your CV to the following address [\*\*hr.elalitaly@elal.co.il\*\*](mailto:hr.elalitaly@elal.co.il)

✓ Subject of your mail: **EL AL - Sales Representative Italy Branch**

✓ Your authorization in processing personal data pursuant to EU regulation 2016/679 and Legislative Decree 196/2003 and subsequent amendments and integrations