



SALES ACCOUNT MANAGER – AIRLINE SOFTWARE (ASIA/PACIFIC)

Travel Technology Interactive (TTI), company publicly traded on the Paris Stock Exchange, is an **IT solution provider for airlines**.

Our web based integrated solutions (inventory, reservation, DCS, revenue management...), are perfectly IATA compliant (GDS connected, interline, code share...). TTI has a worldwide partnership agreement with Amadeus in order to promote and implement their solutions together. The company is also an IATA Strategic Preferred Partner.

Due to its rapid growth, Travel Technology Interactive is accelerating its international development, at present more specifically within the Asia/Pacific market. TTI set up a subsidiary, Travel Technology Interactive Asia Pte Ltd, in Singapore in 2009 and is currently looking for a:

-SALES ACCOUNT MANAGER for the Asia/Pacific region, to promote our Reservation Systems / Passenger Service System and Cargo solutions to regional and international airlines, both full service and low cost.

The right candidate should be an enthusiastic, motivated and passionate person from the aviation industry, who is able to work alone and as a team player who will have to meet the following requirements:

- Singaporean citizen or holders of a permanent resident status in Singapore will be a plus
- At least a 3-year university degree ;
- At least 3 years of previous experience in air transport field (mandatory) ;
 - o within an airline
 - o within a similar IT solutions provider environment (CRS and/or GDS like Abacus, SITA, Sabre, Navitaire, etc).
 - o Cargo/Freight experience is a plus
- Proven negotiation and sales skills ;
- Customer management and project management skills ;
- International mobility ;
- Excellent written and verbal skills ;
- Ability to manage multiple priorities and tasks ;
- Ability to manage various customers from different cultures.

You will manage the sales process, from prospection until negotiations of new contracts in the Asia/Pacific area as well as the after-sale customer relationship.

You will be based in Singapore with frequent trips within the region and occasionally to the company headquarters in Europe.

We offer a rewarding remuneration linked to the candidate's level of experience and goal achievement (fixed income + commissions on sales).

Send your application (**CV + Cover Letter + Salary Expectations**, complete applications ONLY will be considered), with ref **SAM-SIN-2015**, in English, to pa@ttinteractive.com