



Air France - KLM one of the leading European airlines in worldwide air transportation is currently recruiting in **Bangalore**

### **'Sales Executive, Bangalore'**

**About Air France KLM:** Air France KLM is a leading global airline group, connecting the world through extensive flight networks and delivering premium travel experiences. We are committed to innovation, customer satisfaction, and building strong partnerships across the globe. Join us in Bangalore to be a vital part of our continued growth.

**The Opportunity:** We are seeking a proactive and relationship-driven Sales Executive to manage and grow our presence in Bangalore. This is a dynamic, field-based role focused on fostering strong relationships with our key partners – travel agencies and corporate clients – to drive sales and expand our market share.

#### **What You'll Do:**

- Manage and expand a portfolio of existing travel agencies and corporate accounts.
- Identify and secure new business opportunities.
- Negotiate and implement commercial agreements with partners.
- Analyze market trends and sales data to develop effective strategies.
- Build and maintain excellent relationships with clients, providing expert advice and support.
- Collaborate effectively with internal teams and external partners (like other airlines).
- Promote our products, services, and loyalty programs.

#### **Who We're Looking For (Candidate Profile):**

- **Experience:**
  - Strong background in Sales (aviation experience is not required).
  - **A real plus:** Candidates who have lived or worked in Europe/the US, or have studied at a European or US institution (either in India or abroad).
- **Skills:**
  - Excellent negotiation abilities.
  - Strong analytical skills, comfortable working with numbers.
  - Fluent in English is essential.
  - A plus: Speaking French/Dutch or another European language.
- **Key Attributes:** Results-oriented, proactive, excellent relationship builder, problem-solver, adaptable, and a collaborative team player.

This is a **mobile position**: the role requires frequent travel for client visits rather than being office-bound.

**Why Air France KLM?** This role offers a unique opportunity to represent a world-renowned brand, make a significant impact on our business growth, and work within an international and dynamic environment. We value fresh perspectives and those who are eager to learn and grow with us.

**To Submit Profiles:** Please send qualified candidate profiles to [mail.qsdelrecruitment@airfranceklm.com](mailto:mail.qsdelrecruitment@airfranceklm.com).