

Business Development Manager – Western Canada

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Location: Vancouver, BC

Job Type: Full Time

Salary: CAD\$75,000 plus Bonus Incentive CAD\$20,000

ABOUT THE COMPANY

Anjuna Canada Inc is a Canada registered company being a fully own subsidiary of Anjuna Solutions PTE a Singapore incorporated company. The operational HQ is based in Los Angeles.

Anjuna has offices in Singapore, Sydney, Auckland, Zurich, Los Angeles, New York, Vancouver, Toronto, Montreal, Sao Paulo and Buenos Aires.

In some of our geographies Anjuna is the franchisee for APG being a Paris based global airline GSA. APG is the most extensive global network of GSAs with 111 offices in 151 countries servicing 247 airlines around the world. The APG Network sell and service the “World Program” that include products such as the APG ARC and BSP settlement solution, APG IET, APG GSSA, ATPCO fare filing services and APG call center solutions.

Anjuna is the appointed APG franchisee in Canada, Australia, New Zealand and the South Pacific.

ABOUT THE ROLE

The Business Development Manager is responsible for managing the day to day sales of airlines and to support sustainable business growth.

Responsibilities include:

- Managing sales and marketing activities in assigned territory
- Forecasting
- Set sales strategies within assigned territory
- Grow revenue on existing contracts as well as achieve and/or exceed forecast targets whilst maintaining cost control within set budget guidelines
- Focus on all segmentations of market ie Corporate, Leisure, VFR, OTAs, etc
- Account Management of airline portfolio
- Assist to develop new airline accounts for Anjuna & APG Canada locally and globally

EXPECTATIONS

- Meet & exceed revenue targets
- Support achieving EBITDA contribution according to Anjuna profit forecasts
- Adhere to budgeted costs across all sales and marketing activities
- Maximize cost efficiencies where possible
- Ensure that all activities undertaken fall within organisational policies and procedures and comply with all published corporate standards
- Comply with safety and environment in the workplace
- Represent the Airlines in a professional manner and deliver customer intelligence to support Product Development and Sales.
- Provide competitive environment and customer trend data to Executive Management Team to inform quality strategic decisions.

- Identify and quantify potentially new channels with a high ROI for the aviation industry
- Collaborate with the sales team to create go-to-market strategies for key accounts.
- Develop marketing campaigns to support sales lead generation.
- Attend trade events, sales calls, FAM trips, host webinars, etc.
- Must work well in a multi-cultural team environment and in time-sensitive situations.
- Must possess a high degree of initiative and drive.
- Solid leadership skills and experience strongly preferred. The position requires the ability to manage several responsibilities at once with little supervision.
- Travel will be required.
- This position reports to the Head of Sales.

SKILLS

- Previous role in a senior sales position in the airline/travel industry
- Proven track record of identifying, negotiating and closing on sales opportunities
- In depth knowledge of BSP processes required
- Intimate knowledge of the travel agency landscape throughout Canada
- TMC experience is an asset
- Excellent presentation skills
- Ability to forge strong personal relationships with senior airline/industry partners
- Strong traditional and digital marketing experience, e.g. SEO, SEM, CRO, Social Media (plus)
- **Fluent in English and Chinese.** French would be an asset.
- International work experience (plus)
- Computer literacy - Microsoft Office, PowerBI, Amadeus, Sabre
- Authorized to work in Canada

PERSONAL

- Superior sales track record and a thought leader within the industry
- Excellent collaboration and communication skills across cultures
- Passionate about creating business value
- Analytical-focus coupled with attention to detail
- Hands-on with a proven track record of achieving results
- Flexible and agile in regards to change
- Sales-driven and self-motivated
- Ability to plan work loads and meet deadlines while working under pressure
- Team player

BENEFITS

Individual Health and Dental Plan
 Bonus and incentives program
 RRSP Contributions

Apply Now

Interested applicants should forward their resume to careers@anjunagsa.com
 Only successful applicants will be contacted.