

Job Posting Title	Manager, Business Development-Corporate Travel Sales
AutoReqId	102266BR
Responsibilities	American Express Corporate Travel provides global, integrated solutions both online and off-line to help corporations manage and optimize their travel spend/investment through process savings, purchasing savings and experience whenever they need it; across the world directly or through partnership. The Manager of Business Development (MBD), Middle Market Direct, will be responsible for the generation of new sales, cross selling and client retention in the Middle Market Direct Segment which specializes in accounts with 700K-3M in air volume. The candidate must also have experience in global vision, knowledge of technology solutions, have strong industry reputation and knowledge of the specific client base in order to sell client-specific solutions, The Manager, Business Development, Middle Market Direct will set the strategic direction for bids and will participate in key customer strategy and negotiations that will yield top-line growth for Corporate Travel Sales long with driving the sales cycle. The Manager, Business Development needs to build and maintain relationships with key internal stakeholders, along with building and developing senior level client contacts to work and contribute in a team approach. Additional duties include the participation and relationship building in procurement tradeshows, business travel forums, etc.
EOE statement Required	American Express is an Equal Opportunity Employer.
Qualifications	<ul style="list-style-type: none"> ▪ Minimum 3-5 years of solid B2B sales experience with and emphasis on planning and execution, prospecting, cold calling and pipeline development required. ▪ Business travel industry experience strongly preferred; intimate understanding of strategic approach to business travel. ▪ Thorough knowledge of consultative selling techniques within complex lines and services. <p>Knowledge of regional/national competitor's value propositions.</p> <ul style="list-style-type: none"> ▪ Working knowledge of Corporate Services product lines, travel technology products and the Amex Global organization. ▪ Strong financial acumen ▪ Requires exceptional thought leadership, strategic thinking skills, driving results and excellent project management skills ▪ Requires the ability for interfacing at senior levels of the company. ▪ Must be exceptional in presentation and negotiation skills ▪ Ability to travel is required ▪ Experience working in a virtual office a plus. This position will be responsible for a territory in Arizona/Nevada/Idaho. Candidate MUST reside in that area to support their sales territory.
Work Location State/Province	Arizona Idaho Nevada
Work Location Country	United States
Classification	Full-Time - Regular