



Michael Page

www.michaelpage.co.jp

## Airline Account Manager for Global OTA

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#### Job Information

##### Recruiter

Michael Page

##### Job ID

1505710

##### Industry

Tourism

##### Job Type

Permanent Full-time

##### Location

Tokyo - 23 Wards

##### Salary

Negotiable, based on experience

##### Refreshed

November 20th, 2024 17:59

#### General Requirements

##### Career Level

Mid Career

##### Minimum English Level

Business Level

##### Minimum Japanese Level

Business Level

##### Minimum Education Level

Bachelor's Degree

##### Visa Status

Permission to work in Japan required

#### Job Description

Join a leading global travel platform as an Airline Account Manager, where you'll manage and build key partnerships, and collaborate with global supply team and project managers to promote sales.

#### Client Details

A globally recognised leader in online travel services, offering comprehensive travel services, including flights, hotels, and tours, to millions of users worldwide. With operations in over 200 countries, it combines cutting-edge technology and a customer-first approach to simplify and enhance travel experiences.

#### Description

- Lead strategic initiatives to grow business within the Japanese airline market
- Negotiate with nearly 70 airlines operating in Japan to secure competitive pricing and partnerships
- Collaborate with global supply teams and project managers to develop promotional campaigns and travel products

**Job Offer**

- Opportunity to innovate and launch campaigns and sales strategies
- Flexible corporate culture open to new ideas and local culture/mindset
- Opportunities to innovate and influence the airline travel market in one of the top OTAs in the world
- Generous paid leave policy with high utilisation rates

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Maria Hotta at +813 6832 8696.

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**Required Skills**

- Minimum 5 years of commercial airline experience within an Airline or Travel Agency
  - Adaptability and ability to thrive in fast-changing environments
  - Business-level fluency in Japanese and English
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**Company Description**

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