



## POSITION DESCRIPTION

**Position Title:** MANAGER SALES & DISTRIBUTION  
**Group:** COMMERCIAL  
**Location:** SINGAPORE

**Reports to Position** HEAD OF SALES & DISTRIBUTION

**Position summary** Reporting to the Head of Sales/Distribution, the Manager Sales & Distribution is responsible for driving sales readiness throughout the Jetstar Group network, develop market strategies and take part in execution of sales plans so as to meet target requirements.

**Responsibilities / Scope /Accountabilities:**

- Assist in development of sales strategies and targets for the various routes within the network.
- Identify opportunities, pursue and manage sales leads to maximize revenue for the Airline.
- Focus on building up direct channels in the various markets.
- Maximise revenue contribution from the various distribution channels.
- Accountable to devise, interpret and execute business strategy
- Close monitoring of sales performance and recommend/devise recovery plans in a quick manner
- Communication with the trade in the various ports
- Develop new markets for the Jetstar network and build up sales contribution.
- Close coordination with the various teams within the Jetstar group to achieve sales objectives

**Person Specifications: Knowledge, Skills and Experience:**

- A Bachelors Degree or equivalent
- 05 or more years of experience in sales, preferably in the airline industry. Working experience in multi-cultural environment will be an advantage.
- Strong analytical skills
- Able to assess strategic business needs and translate to sales needs
- Good communication skills; able to articulate the underlying needs that drive sales performance and knows how these can be impacted, measured and improved.
- Core competencies include planning & organising skills, good judgement and analysis, time management, teamwork and relationship building