



Air France - KLM is one of the leading European airlines in worldwide air transportation with one of the largest global network.

In the Alps, Balkan and Central Eastern Europe (ACE) region we are searching for a candidate for our Sales Support.

We are looking for an analytical personality with a keen eye for excellence who is eager to be part of the regional team. Who can work alone, but also as part of the team and easily finds the tone of voice with all parties.

If you have the relevant experience, matching competencies and see yourself working in a changing environment don't hesitate to apply for this position.

Sales Support Analyst

Purpose of the job:

Supports the Sales Teams (and Pricing) efficiently in key aspects of the account relationship in the respect of the Commercial policy, with a contracting measurement expertise.

Organizational context:

The Sales Support department is part of the regional commercial team and works closely with pricing and sales teams in the region. The Sales Support Analyst (Contracting Specialist) reports hierarchically to the Sales Support and Distribution Manager.

Key responsibilities:

Contracting will be back up between two positions: B2B and B2T sales support.

B2B sales support

- Manage all contract updates on request of Sales Team
- Register commercial flexibility and PR card demands on request of Managers/Sales Team.
- Update segmentation referential tool on demand of manager/Sales Team.
- Support various regional projects on a regular basis with general updates in contracts
- Contracting: Calculate (Co2) back-end payment and support Sales Team in communication to the client via updating template.
- Contracting: On demand of Manager/Sales Team provide ad hoc data based requests linked to contracts.
- Ensure smooth Sales tool administration (user, access...)

B2T sales support

- Register waiver and goodwill requests on demand of Sales Team / Call centers.
- Update segmentation referential tool on demand of manager/Sales.
- Contracting: Input trade contracts (structural, boosters, LPA...) in the tool on request of Sales Team/manager

- Contracting: Provide regular trade contract simulation and on demand of Manager/Sales Team provide ad hoc reporting/analysis linked to contracts.
- Ensure smooth Sales tool administration (user, access...)

Required skills and competences:

- Analytical skills
- Rigorous in task execution
- Business Orientation
- Customer Focus
- Planning and Organizing
- Initiative
- Teamwork
- Communication Skills

Required professional background:

- Bachelor degree.
- Knowledge of MI-BI applications: SAP Business Objects, Qlikview, Cognos, E-Smash
- Knowledge of Air France / KLM and Delta products is an advantage.
- High level of computer literacy MS office, Visio, Prezi etc.
- Outstanding level in English. French and German is an advantage.
- Working experience in an international environment is an advantage.

Benefits:

- Monthly gross salary is paid for 13 month and bonus. The company's salary brackets define salary levels: minimum is monthly gross HUF 324419 - maximum is monthly gross HUF 540699 for this position. Salary level within the bracket is depending upon the relevant experience.
- Private health care services.
- Travel benefits within the Air France and KLM network.

Job location:

Office in Budapest at the East West Business Center and home working as well.

How to apply?

Please send your application including your resume and motivation letter in English to:
HR Budapest - mail.hr.bud@klm.com

Deadline for application: 20 October 2021