

Amadeus Airport IT Americas, Inc.
Director, Business Development LATAM South

Amadeus Airport IT Americas, Inc. is an air transport information technology solutions firm based in Orlando, Florida. Our comprehensive portfolio of solutions enable airports and airlines to better utilize and manage resources, enhance the passenger experience, reduce costs, and optimize revenue generation.

Our operational, passenger processing, intelligent display, and revenue management platforms deliver enterprise-class business intelligence solutions and are the most innovative in the air transport marketplace.

Amadeus Airport IT Americas, Inc. solutions are operational in 30 of the top 50 airports in North America, and as a testament to their scalability, these solutions are at home in another 100 airports and at 60 airlines worldwide.

Summary:

The Director of Business Development for Latin America, South will be responsible for all Amadeus Airport IT Americas, Inc. business in South America including Peru & Brazil. This position will direct and coordinate activities of the sales and marketing department and aid the Latin America Vice President in formulating and administering organization policies.

Essential Duties and Responsibilities: include the following. Other duties may be assigned.

- Directs and coordinates all sales and marketing activities across assigned territory including, but not limited to the management of all people resources that may be assigned.
- Develops and implements strategic sales and marketing plans to maximize territory results.
- Reviews and analyzes customer proposals in an effort to maximize attainment of personal and organizational objectives while ensuring alignment with customer needs and market trends. Key liaison between territory sales and other sales related units.
- Administrative responsibilities include, but are not limited to: sales forecasting, competitor analysis, market analysis, and other responsibilities as assigned.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience:

BA or BS Degree; or Minimum 15 years' experience working in the Air Transport Industry in South America; or equivalent combination of education and experience.

Travel Requirements:

Must be able to travel 75% of the time.

Please send Resumes to HR@airit.com