

*AVIAREPS is the world's leading representative office for airlines and tourism companies. We represent more than 100 international airline clients in over 45 countries around the world. In Germany, our partners include well-known airlines such as Air Astana, Ethiopian Airlines, airBaltic and Aer Lingus. As an innovative service provider, the AVIAREPS Group represents international clients in the areas of sales, marketing, PR, financial services and offers IT and consulting solutions.*



We are looking for a

## **Junior Business Development Manager Europe (m/f/d)**

to join our global digital marketing.

**Remote workplace!**

As Junior Business Development Manager Europe you are responsible to develop client leads for the AVIAREPS ECOSYSTEM, a digital marketing hub for the travel industry. You'll act as the primary point of contact between new clients and the company and therewith oversee the digital marketing strategies of clients and ensure that their digital goals are met.

**Your mission:**

- Reaching out and uncovering new business opportunities from the tourism industry (Tourist Boards, Hotels, Car Rentals, Cruise Lines, etc.)
- Determining client needs by conducting electronic meetings and demonstrating how the AVIAREPS ECOSYSTEM and its solutions can help to reach the client's goals.
- Developing and supporting the implementation of the client's campaign with the AVIAREPS ECOSYSTEM together with the relevant local AVIAREPS team.
- Overseeing the client's online presence and identifying areas of improvement.
- Presenting effective digital marketing strategies and training to clients when needed.
- Creating and maintaining positive, long-term relationships with clients to build trust.
- Setting up and writing reports on digital marketing activity performance on a regular bases
- Acting as a point of contact for clients to address any digital management queries or concerns.
- Keeping abreast with the digital industry.

**Your qualifications:**

- A bachelor's degree in digital marketing or another qualification in digital marketing
- Very good communication and presentation skills in fluent English. Any other European language a plus.
- First experience in B2B sales in the tourism industry ideally with a focus on online marketing.
- Convincing knowledge of digital best practices, digital B2B marketing strategies.
- Ability to thrive under pressure and work independently in a fast-paced environment.

**Our offer:**

- A dynamic and innovative team
- A very exciting digital project with perspective.
- An independent work environment
- Intensive exchange with colleagues from all around the world
- Room for own ideas and new approaches
- Pleasant working atmosphere, short decision-making processes
- Internal development opportunities

**Have we piqued your interest?**  
Then please send us your application via <https://www.aviareps.com/careers/>