

## **Distribution Executive**

### **Requirements**

- Degree in Marketing or Business Administration.
- Minimum three year experience in sales and marketing or business development role.
- Experience in airline and hotel industry would be an advantage.
- Commercial focus and good understanding of market demand and supply.
- Manage and maintain relationship with key distribution partners on a day to day basis and serve as key contact point between key distribution partners and company's IT.
- Thoroughly understand the commercial agreements with PSS. Define and execution strategies by leveraging the PSS agreements to their full potentials to optimize the benefits for the company.
- Proficient in both written and spoken English, a plus if also proficient in Bahasa Malaysia and/or Mandarin
- Flexibility to travel as required away from Head Office

### **Skills and Personality:**

- Proactive, result-driven and presentable.
- Analytical minded, effective communication and interpersonal skills.
- Ability to effectively analyse and use sales revenue and channel performance data to achieve revenue target, maintain and improve market share/penetration goals.
- Ability to work well under deadline pressure.
- Ability to develop and deliver effective presentations
- Ability to quickly adapt to a constantly changing market.

If you meet the above stated criteria, you can send your resume / CV to [jobs@myairline.com.my](mailto:jobs@myairline.com.my).

Shortlisted candidates will be advised on the date and venue of interview.

