



Vacancy: Client Relationship Manager

Location: Windhoek, Namibia

Company Introduction:

Trip Travel is a leading IATA-accredited travel agency in Namibia, proudly serving corporate and individual clients since 1956. With decades of expertise, we offer a full bouquet of travel management services, helping clients navigate and optimize their travel needs with confidence and professionalism.

Role Purpose:

We are seeking a dynamic and client-focused **Client Relationship Manager** to manage and grow our portfolio of corporate clients. The successful candidate will drive revenue, build lasting partnerships, and ensure our travel solutions align with client objectives and organizational strategy.

Key Responsibilities:

- Manage and maintain a portfolio of high-value corporate clients.
- Drive revenue growth by expanding the client base.
- Prepare and present client performance reports at quarterly meetings.
- Ensure service delivery is aligned with key company strategies and client goals.
- Build strong, trust-based relationships with corporate clients.
- Increase brand visibility and awareness in the market.
- Lead and oversee marketing initiatives.
- Develop and execute effective sales strategies.

Minimum Requirements:

- A strategic thinker with proven leadership capabilities.
- In-depth understanding of the corporate travel industry and its unique dynamics.
- Highly self-motivated and results-driven.

- Strong communication, negotiation, and presentation skills.
- Proficiency in Quicktrav and Microsoft Office 365.
- Demonstrated track record in sales and marketing.

Educational Qualifications:

- A **Bachelor's degree** in one of the following fields:
 - Marketing
 - Travel and Tourism Management
 - Communications or Public Relations
- **Advantageous:**
 - Diploma or certification in travel consultancy (e.g., Galileo, Amadeus, or Quicktrav)
 - Sales or CRM certifications
 - IATA/UFTAA qualifications

Additional Requirements:

- Namibian citizenship or valid Namibian work permit.
- Valid driver's license will be an advantage.

Application Procedure:

If you meet the requirements for this role and are ready to contribute to the success of our company, please apply through our recruitment portal at www.jobopportunities.net. Ensure your application includes a detailed cover letter, a comprehensive CV, and any relevant certifications.

Deadline: Friday, 23 May 2025

Only short-listed candidates will be contacted.