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## Corporate Travel Sales Executive Resume

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### Job Objective

To obtain Corporate Travel Sales Executive Position with an established company where I can further boost my career in this field.

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### Highlights of Qualifications:

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- Exceptional experience in Travel and Transportation client industry
  - Good expertise in Corporate travel sales and account management
  - Huge knowledge of large custom application development and legacy systems
  - Strong knowledge of corporate management, corporate travelling etc
  - Deep knowledge of Service Oriented Architecture, (SOA) tools, techniques and methods
  - Proficient in Word, Excel, and PowerPoint
  - Excellent verbal and written communication skills
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### Professional Experience:

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Corporate Travel Sales Executive  
BCD Travel Corporate, Fort Worth, TX  
August 2007 – Present

- Prepared service proposals and met with customers.
- Participated in performance improvement process of products.
- Identified and approached new corporate and leisure clients.
- Presented the company's product portfolio and created new accounts.
- Represented the company at corporate and promotional events.
- Prepared sales action plans and schedules.
- Planned and conducted direct marketing activities.
- Maintained sales activity records.

Corporate Travel Sales Executive  
Ovation Travel Group, Fort Worth, TX  
May 2004- July 2007

- Sold air fare, cruise, hotel, land packages, car rentals, tours, travel insurance and other travel related items.
  - Developed and cultivated list of prospective customers.
  - Made cold calls in specific territory to qualify prospect base.
  - Coordinated, prepared and lead sales presentations to prospective clients.
  - Performed contract negotiation and scheduled initiation of services.
  - Conducted sales presentations.
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### Education:

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Bachelor's Degree in Business Management  
Adams State College, Alamosa, CO

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