Job Description:

Senior Manager - Travel

Travel & Mobility/ Travel Tech

JOB TITLE	DEPARTMENT	LOCATION	EXPERIENCE	EMPLOYMENT TYPE
Senior Manager - Travel	Sales	North India (Delhi/ Gurgaon preferred)	5+ years	Full-time

About the Role

We are looking for a dynamic, self-motivated sales leader with 5+ years of experience selling Travel or Ancillary products, or Technology solutions within the travel ecosystem. This role is based in North India, with a preference for candidates in Delhi or Gurgaon.

Key Responsibilities

- Own and drive the sales strategy for travel/travel-tech products, carrying a personal sales/target quota
- Build and manage relationships across D2C and/or B2B channels, including travel agency partnerships
- Identify, pursue, and close new business opportunities, managing the full sales cycle from prospecting to closure
- Develop and maintain a strong pipeline of qualified leads and opportunities
- Collaborate closely with on-site and off-site/cross-functional teams (product, marketing, operations) to align on sales execution
- Track and report on sales performance, pipeline health, and market trends to leadership
- Represent the company at industry events, client meetings, and travel trade forums as needed
- Provide market feedback to help shape product and pricing strategy

Key Attributes & Requirements

- Strong understanding of the travel business and travel technology landscape
- 5+ years of experience selling travel and/or ancillary products in a D2C or B2B environment (B2B/Travel Agency experience is a plus)
- Proven track record of consistently meeting or exceeding sales targets
- Self-starter with the ability to work independently and manage a sales/target quota
- Strong team player, comfortable collaborating with both on-site and remote/off-site teams
- Excellent communication, negotiation, and relationship-building skills
- Based in, or willing to relocate to, North India (Delhi/Gurgaon preferred)
- Bachelor's degree required; MBA preferred but not mandatory

What We Offer

- Competitive salary with performance-linked incentives
- Opportunity to shape the sales function in a fast-growing travel tech environment
- Collaborative & entrepreneurial work culture