



# Attributes of a corporate travel Account Manager



## **Strategic driver**

Master of corporate travel program. Navigating industry twists and turns while keeping an eye on client's unique needs.

## **Problem solver**

Reducing traveller stress and turning booking processes into smooth sailing.

## **Cost conscious**

Focused on getting clients the best bang for their buck by managing and controlling travel budgets without sacrificing quality.

## **Relationship builders**

Cultivate collaborative relationships across clients organisation, offering tailored solutions that feel like they were made just for them.

## **Industry experts**

Armed with insider knowledge of travel trends, policies, best practice advice, and supplier contacts, they're always one step ahead.

## **Data-driven**

With a treasure trove of data and analytics at their fingertips, they make informed decisions that keep any travel strategy sharp and effective.

## **Future focused**

They don't just react. They anticipate. Always forward-thinking, bringing solutions that align with their clients' long-term goals and aspirations.

## **Flexible**

Generic doesn't belong here. Adaptable and responsive, account managers tailor their approach to meet the ever-changing needs of their clients and the industry.

## **Connectors**

Ready to tap into global resources and expert partnerships, they know how to leverage connections.

“ Account Managers are an essential resource that keeps a health check on the travel program and brings value through market knowledge, strategic thinking, project management skills and more ”

Jo Lloyd, Global Head of Customer Management and Consulting.