Company description:
Join us and shape the future of travel
Shaping the future of travel has always been important to us at Amadeus. Today, with technology getting smarter by the minute, that future is more exciting than ever.
We work at the heart of the global travel industry. Amadeus offers you the opportunity to learn and grow and drive your own progression in an exciting and multicultural environment.
Our people are driven by a passion for 'Where next?' If you want to shape your career and the future of travel, Amadeus is the place for you.

Job description:
Airlines, Travel agencies, Railways... would you like to be part of this travel world? Ready to work in a dynamic and global environment? Join us!
Amadeus is the leading IT supplier for the travel industry. Amadeus Travel Payments' team provides the most advanced payment solutions, both in-house and through other payment partners. Help us shape the future of Travel Payments!
Why do we need you in the team and what's in it for you?
1. With us you will gain the necessary skills in the Travel Payments business to contribute to revenue growth through Partnership sales. This role will give you the opportunity to learn and understand the travel business industry, as well as acquire payment industry knowledge and technical know-how.
2. The payment partners will need your support and follow-up on commercial activities by:
   - Supporting the management of sales pipelines per Partner

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https://careergate.liu.se/sv/j/4T9fK
Payment Partner (Graduate Scheme)

- Help create and maintain the partnership portfolio business cases and track its profitability
- Assist us in the acquisition of new Customers via Partners and Third Parties

3. This role will also allow you to interact with different stakeholders in the payment value chain to support Partner Channel Management. Here for example you may interact with:

- Sales Engineers, to address Customer
- Commercial Marketing, to plan and execute lead generation campaigns with Partners and packaging the offer

Seeked profile:
Are you the person we are looking for?

Education

- University degree and/or post graduate studies
- Any previous sales and/or payments experience, a plus

Specific knowledge, Abilities & Skills

- Fluent in English (all interviews will be held in English)
- MS Office: Advanced Power Point, Excel and Word skills
- Sales CRM (Customer Relationship Management) tools (i.e. Salesforce) experience, a plus
- Organized
- Proactive

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Payment Partner ( Graduate Scheme)

- Passionate

If you combines all this background/knowledge this is your role, do not look for more, apply now!

Salary To define