



Contractor - UATP Portfolio Development Manager Job Description

UATP is seeking a high-performing sales professional to manage and grow the Delta Air Lines UATP portfolio.

As a UATP issuer, Delta benefits anytime a Delta UATP card is used to book travel. As such, this individual will partner with Delta's Treasury and Global Sales organizations to market and expand Delta's UATP charge volume. The position will be based out of the Delta Air Lines corporate headquarters in Atlanta, GA.

Responsibility Overview:

- Grow the Delta Air Lines UATP portfolio with the overall objective of reducing Delta's cost of payment acceptance.
- Serve as the UATP subject-matter expert, main point of contact, and training resource for the Delta Air Lines Global Sales team.
- Construct and employ a successful Delta UATP Sales Plan to meet portfolio goals.
- Work in close collaboration with the Delta Global Sales team to identify prospective target accounts.
- Expand Delta UATP YoY net account base through direct, outbound sales efforts to potential corporate customers and travel agency partners.
- Develop a viable Delta UATP pipeline utilizing business contacts, customer prospecting, and sales planning and analysis tools.
- Share prospects and participate in joint calls with the Delta Global Sales team.
- Participate at Delta sales meetings and conferences under Delta Sales direction.
- Work with Delta Sales team for input to design and foster mutually-beneficial travel agency partnership sales programs to promote the Delta UATP program.
- Effectively network at industry events to gather market intelligence and generate new leads to convert accounts' current form of payment for travel to Delta's UATP.
- Coordinate the Delta's UATP Quarterly Newsletter for existing and prospective subscribers.

Skills Requirements:

- Demonstrated results and high sales conversion performance history in travel payments, airline corporate sales, or travel agency / OTA sales.
- Proven analytical ability. Must be adept with numbers, market indicators, and metrics. Candidate must possess the analytical skills to translate hard data into insight and action.

- Expert-level understanding of the travel payments landscape and DL UATP competitor set.
- Display a natural ability for sales to include smart prospecting for potential corporate subscribers and travel agency partners. Ability to deliver sharp and convincing responses to proposals with a focus on solution design and value quantification. He or she must have strong negotiation and closing skills.
- Proven ability to respond to objections by developing creative solutions for client decision makers. Utilize compelling rationale to overcome complex client objections and deliver mutually-beneficial outcomes.
- Proven experience working independently and with a team environment. Must be able to coach peers and influence superiors.

Education/Industry Experience Requisite:

- Bachelor's Degree mandatory, MBA a plus
- 7-10 years in payments, airline corporate sales, or travel agency sales and/or equivalent industry experience and a related sales contact network
- Spanish language abilities are a plus
- Proficiency in using Microsoft Office suite, Tableau, and Salesforce CRM

To apply for this position, please email your resume to human.resources@uatp.com.