



JOB DESCRIPTION

1. MAIN RESPONSIBILITIES OF FRAFWTG

- **Inside sales support by preparing quotations by email**
- **Performing outside sales calls by visiting cargo agents in the greater FRA area, plus central, northern and eastern Germany**
- **Screen all flights for space control and pro-actively adjust sales efforts**
- **Responding to emails/SITA messages from TG cargo offices systemwide concerning sales matters.**
- **Handling of various customer relations matters**
- **Administration support (release of AWB stock for example)**
- **Reservation duties by inserting bookings into Chorus system**
- **Updating net-rates for CASS billing in Chorus system**
- **Close cooperation with FRAAFTG in order to reach the cargo target**
- **Sales Strategy / Promotion on trade fairs**
- **Communication with H/O for allotments, TPI and promo/adhoc rates**
- **Communication with MUCFW and all GSA's and TG overseas stations**