



<https://usarematejob.pro/job/senior-account-executive-remote-delta-air-lines/>

Senior Account Executive (Remote) | Delta Air Lines

Description

Senior Account Executive (Remote) | Delta Air Lines

The Mission

Delta is looking for a strategic Senior Account Executive to lead our corporate travel partnerships from a remote environment. In this role, you aren't just selling flights—you're architecting global travel solutions for enterprise clients and managing multi-million dollar portfolios.

Why This Role?

- **True Autonomy:** Drive high-level business results from your home office with the full backing of a global leader in aviation.
- **Travel Perks:** Access world-class travel privileges for you and your family—experience the product you represent.
- **Growth Track:** Clear pathways into executive leadership and specialized corporate strategy roles.
- **Total Rewards:** Competitive base, performance-based incentives, profit sharing, and a 401(k) match that leads the industry.

What You'll Do

- Own and expand a book of high-value corporate accounts through data-driven, consultative selling.
- Collaborate with Revenue Management and Global Sales Ops to create bespoke travel programs.
- Act as a key advisor to C-suite stakeholders, translating complex data into actionable travel strategies.

Who You Are

- A proven closer with deep experience in B2B sales or high-level account management.
- A remote-work pro who is self-motivated, tech-savvy, and highly organized.
- A strategic thinker who can turn market trends into revenue opportunities.

How to Apply

If you are ready to help Delta "Keep Climbing" while enjoying a premier work-life balance, we want to hear from you. Click the apply button below to submit your resume and portfolio.

Hiring organization

Delta Air Lines

Employment Type

Full-time

Job Location

Remote work from: United States; Canada; Australia; United Kingdom; New Zealand; Ireland; Scotland; Sweden; Belgium; Spain; Czech Republic; Brazil; France; India; South Africa; Denmark; Germany; Philippines; Mexico; India; Indonesia; Alabama, USA; Alaska, USA; Arizona, USA; Arkansas, USA; California, USA; Colorado, USA; Connecticut, USA; Delaware, USA; Florida, USA; Georgia, USA; Hawaii, USA; Idaho, USA; Illinois, USA; Indiana, USA; Iowa, USA; Kansas, USA; Kentucky, USA; Louisiana, USA; Maine, USA; Maryland, USA; Massachusetts, USA; Michigan, USA; Minnesota, USA; Mississippi, USA; Missouri, USA; Montana, USA; Nebraska, USA; Nevada, USA; New Hampshire, USA; New Jersey, USA; New Mexico, USA; New York, USA; North Carolina, USA; North Dakota, USA; Ohio, USA; Oklahoma, USA; Oregon, USA; Pennsylvania, USA; Rhode Island, USA; South Carolina, USA; South Dakota, USA; Tennessee, USA; Texas, USA; Utah, USA; Vermont, USA; Virginia, USA; Washington, USA; West Virginia, USA; Wisconsin, USA; Wyoming, USA

Working Hours

8

Base Salary

USD 30 - USD 40

Date posted

April 3, 2026

Valid through

30.12.2026