

Hotels Market Manager UKI

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Company: TravelPerk

Location: United Kingdom

Category: other-general

Role

We are looking for a Hotels Market Manager for the UK&Irish market to join our team In this role you will be responsible for a portfolio of hotel suppliers securing content dedicated to TravelPerk It is a multifaceted position providing end-to-end supplier management encompassing negotiations contract execution business development and with strong autonomy to manage and maximize the portfolio of suppliers;

Responsibilities:

Supplier relationship management :develop maintain and balance supplier relationships while maximizing revenue opportunities for TravelPerk

Ensure best content from hotels within your market;

Effective negotiation: lead the negotiation of agreements with suppliers on behalf of TravelPerk while having a good understanding of all contract implications and impact on the business Attracting new regional hotel brands by having an understanding of our value proposition and hotel supplier goals

Implementation of strategies for strengthening and developing suppliers relations to guarantee the highest quality of hotel inventory within your market

Revenue focus Analyze identify and direct the execution of additional revenue

opportunities

Ensuring that commercial development commitments from suppliers are executed:

Expected commissions are being paid in line with the expectations; Monitor and report on portfolio performance; Collaborate functionally and regionally with all relevant departments operations customer management data business development to align strategies generate commitment and optimize results; Business travel might be required from time to time

Outcomes:

Identify inventory gaps in your own markets/regions; Increase the hotel supply portfolio within your market prioritising the ones with the greatest impact; Keep track of GMV and revenues generated by each hotel supplier; Manage contract renewals and renegotiate conditions when needed; Conduct business review by video call and/or onsite for larger partners; Work with the Sales team to present clients with different suppliers that can help them improve their travel spend

Required skills and experience:

Experience in travel or hospitality industry preferably working in TMCs but open to all travel backgrounds; Strong familiarity with regional hotel brands specially in the UK market; Understanding of travel distribution and revenue management principles; Strong negotiation skills and a consultative approach; Data driven with a demonstrated ability to translate data into concrete conclusions and recommendations; Knowledge of travel connectivity and B2B distribution and its evolving landscape is a plus; Exceptional written and verbal communication skills in English to be able to negotiate with suppliers;

On top of that we are looking for the following attributes:

True owner You assume responsibility and commitment to tight challenging deadlines; Data driven and reporting mindset You talk through numbers and only use opinions when the search for data showed no results; Continuous improvement is part of your DNA; You are used to planning and working with data to meet your goals; You also embrace the startup fastpace and take the better done than perfect approach when required; Selforganised proactive and strong attention to detail; Willingness to go beyond the call of duty to get the job done; Whatever the problem you are always part of the solution either solo or as a part of your team; You are always willing to help a colleague

regardless of it being your responsibility or notYour peers and managers can trust you
You are a team player and care more about the teams success than your career
gainsYou seek feedback early and often while being open to constructive and direct
criticism

What do we offer?

Competitive compensation including equity in the companyGenerous vacation days
so you can rest and rechargeHealth perks such as private healthcare or gym allowance
depending on your locationFlexible compensation plan to help you diversify and increase
the net salaryUnforgettable TravelPerk events including travel to one of our
hubsMental health support tool for your wellbeingExponential growth opportunities

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