

Sales Manager - APAC Partner Services Group

Job ID #: 6064

Company: Expedia Asia Pacific

Location: INDIA - Delhi, Gurgaon

Functional Area: Sales

Division: Partner Services Group (Paul Brown)

Employment Type: Full-Time Regular

Education Required: Not Indicated

Experience Required: Not Indicated

Relocation Provided: No

Position Description

Expedia Partner Services Group is recruiting for a dynamic sales person to fulfill the role of Sales Manager. Reporting to the Director of Market Management, the ideal individual will have a strong background managing geographically diverse sales markets, with a strong emphasis on consultative sales principles. The key objective of this role is to ensure that acquisition targets are exceeded within the region. In doing so, you'll bring a strong analytical acumen coupled with market place knowledge and a high level of sales savvy to the role. The ability to establish and develop long term relationships with both internal and external customers will be a key to the success of the role.

Purpose of the Role

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Key Areas of Responsibility

- Monitor and successfully lead individual market place success with the core goal of exceeding weekly and monthly hotel acquisition and revenue targets.

- Develop, refine and implement acquisition target model.

- Develop and execute market place strategies and initiatives with a strong eye on maximizing margin opportunity, obtaining inventory and driving long term relationships with our supply partners.

- Identify Expedia's strengths and weaknesses in the region with regard to Expedia's hotel offering. As a result of this analysis, develop and implement acquisition strategy.

- Partner with the Market Managers to set a strategy to procure contracts with hotel partners for appropriate levels of inventory at the appropriate cost in the timeline.

- Assist senior leadership in setting sales & development goals for the territory.

- Attend and participate in sales meetings, training seminars and product seminars

- Prepare and present reports

Skills and Experience

- University or Hotel Management School degree.
- Minimum of 5-8 years in sales or customer service (ideally in the hospitality industry).
- knowledge of Hotel revenue management and statistical/analytical are desirable .
- Able to communicate with suppliers in a persuasive, comprehensive manner whilst demonstrating a deep understanding of their business needs.
- Strong understanding of sales and service strategies, including knowledge of account and inventory/revenue management.
- Able to work and thrive in a multi-tasked, fast paced environment.
- Professional work ethic and "can-do" attitude.
- Advanced analytical and problem solving skills.
- Advanced negotiation skills.

Critical Competencies:

- Customer Focus: Passionately meets or exceeds customer Expectations. Enters the customer's world through listening and understanding. Nurtures relationships by recognizing and delivering on customer needs and opinions.
- Relationship building: Builds effective relationships through positive communication that motivates and influences others. Is an honest, trustworthy, a valued team member, and actively involved in achieving team objectives.
- Personal Effectiveness: Produces outstanding results both professionally and personally by being proactive and committed. Continually focuses on achieving positive results contributing to the business success of Expedia.
- Innovation: Embraces creativity, innovation and is open to new ideas. Innovates to improve current working practices / products / technologies to provide business opportunities and results.
- Goal setting / short term planning: Achieves results by setting goals using quality planning, analysis and decision making. Adapts and copes successfully with changing circumstances.
- Business Management: Produces outstanding results both professionally and personally by effective management of business processes. Effectively plans, budgets, tracks and evaluates performance of his/her business area.