

Senior Manager - Corporate Strategy

Job Title:	Senior Manager - Corporate Strategy
Department:	Corporate
Location (primary):	Singapore
Name of hiring manager:	Bernard Chionh

Who are WebBeds?

WebBeds is the fastest growing and most significant accommodation supplier to the travel industry. We are a global company offering ground services (hotels, transfers, tours, activities) to travel professionals. Our products help our partners and customers to create amazing Travel experiences.

Our Products range from a Retail Online platform, Integration Connectivity hub and distribution APIs to name but a few and our systems are 100% cloud hosted processing up to 5.0bn search requests daily We deliver amazing outcomes using leading edge technology through innovative and creative thinking.

WebBeds is a subsidiary of Webjet Limited (ASX: WEB) – an ASX 200 listed company operating a global digital travel business.

What makes us stand out?

- We are a wholesale global travel organisation
- We have 1500+ people speaking 50+ languages in 120+ cities across 50+ countries
- We partner with over 400,000 properties in more than 14,000 destinations
- We work with more than 44,000 travel companies in 145 source markets
- We have an amazing Technology team focussed on delivering valuable outcomes using innovative tech and creative & lateral thinking.

What will you do on your journey with WebBeds?

WebBeds is the world's fastest growing provider of accommodation distribution services to the travel industry. Our products incorporate distribution APIs, payment integrations, ERP integration, Data Lakes, User Interfaces, and others. Our search API reach peaks of more than 50.000 requests per second, each one consisting of tens or hundreds of hotels, with continued expansion.

"We design, deliver and support innovative solutions through engagement, collaboration and a fearsome passion for creating customer value" is our mission as an IT organization.

With this in mind, we strive to be at the leading edge of technology when it comes to build the platform that meets the needs of our Supply partners and customers. This translates to the use of latest technology including .NET Core versions, K8S, microservices architecture, clouds hosting and orchestration, CI/CD pipelines, automated testing, Proactive monitoring, and alerting systems, to name a few.

Our delivery teams have the creativity and freedom to express themselves by building innovative solutions to often complex problems and are challenged to reach higher levels daily. Our teams consist of product owners, QA engineers, Software Engineers, and people from across the business all working collectively and collaboratively. We have a very strong technical team from which you will be able to learn, but are encouraged by new ideas and fresh thinking that you will bring with you.

How you will make an impact?

This is a group level role, and the successful candidate will assist in the coordination, tracking and implementation of WebBeds' strategic plans to drive the growth and profitability for the organization. The role reports to the WebBeds Chief of Staff and will be expected to work closely with other members of the Senior Leadership Team.

The ideal candidate will be responsible for analyzing data, conducting market research, and identifying trends and opportunities that will help the organization make informed business decisions. The Senior Manager - Corporate Strategy will work closely with cross-functional teams to drive growth and profitability.

Responsibilities include but not limited to:

- Support the implementation and tracking of company-wide strategic initiatives related to corporate development and transformation
- Work closely with the global CEO and SLT to align internal stakeholders on the strategic direction of the business
- Develop implementation roadmaps to enable the execution of strategic initiatives and ensure key performance metrics are met across all functions
- Communicate and coordinate inputs from cross-functional and regional business units to generate support for recommendations among business leaders across the organization
- Manage and maintain research databases to facilitate information storage, retrieval and usage
- Ensure broad content knowledge across all departments, to engage effectively at all levels of an organization in cross-functional teams and broader market insights
- Own and drive discrete projects independently, including work planning to enable on-time completion of deliverables
- Conduct extensive research on industry trends, competitors, and financial metrics to provide accurate and insightful analysis to the investor community. Be able to build positive relationships with internal and external stakeholders.

The skills we would love to see in your suitcase!

- Degree in business, finance, economics, or related field (MBA/MA would be advantageous)
- 5+ years of experience in a strategic research role
- Strong analytical skills and experience working with complex data sets
- Advanced proficiency in Microsoft Excel and /or experience with data visualization tools (e.g., Tableau, Power BI)
- Knowledge of market research methodologies and techniques
- Experience with financial modelling and forecasting
- Ability to work independently and as part of a team, and manage multiple projects simultaneously
- Demonstrated ability to work effectively with people at all levels in an organization and work collaboratively in a matrixed, multi-geography, fast paced environment
- Strong communication and PowerPoint presentation skills, with the ability to translate complex data into actionable insights

Why choose us as your next destination?

We are super proud of our dedicated team of friendly, energetic & passionate professionals. Our people are key to the success of our business & everybody at WebBeds has their own unique role to play as we continue to drive the company forward.

Over 50 different languages are spoken by our workforce, but whether working from offices in Dubai or London or out in the field in Johannesburg or Buenos Aires, we all share the common goal to take pride in what we do & to deliver our partners with unbeatable service & support.

- International highly skilled group of experts from all around the globe 🌐
- Dynamic environment with the chance to grow, influence & impact change ⚡
- Disruptive, fast-growing market leader within travel & endless possibilities 📅
- Culture built on collaboration 🤝 empowerment and innovation 💡

Click for more information about life at WebBeds : <https://vimeo.com/448790131>

Find out more about the WebBeds business at www.webbeds.com