

## Position Description **Sales Executive – North America**

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<b>Job Title:</b>	Sales Executive, Inside Sales – North America
<b>Department:</b>	Sales
<b>Location (primary):</b>	Remote

### Job Purpose

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Sales Development & Growth: You will respond to incoming assigned leads and take prospects through the implementation and customer life cycle building long-term relationships in addition to maintaining assigned existing customers.

### Key Responsibilities

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- Handle inbound sales operations for assigned leads and new business opportunities through email and phone.
- Onboard and maintain assigned leads and existing client accounts.
- Develop an understanding of our partners business and establish client relationships.
- Collaborate with internal teams including commercial technology and strategy, finance and customer service to ensure technical, commercial and operational performance.
- Keeping track of key metrics (TTV, margin, cancellation ratio and others), review account production, identify patterns and propose adjustments where needed.
- Ensure new partnerships integrate successfully and demonstrate conversion after launch. Work closely with optimization team to ensure the correct inventory is made available.
- Maintain activity logs/ accountability for assigned portfolio.
- Rapidly respond to client inquiries and maintain extensive knowledge of WebBeds business to consult clients on growing conversion.
- Prepare monthly external presentations utilizing data and to highlight trends and opportunities.

## Required Experience and Knowledge

Essential	
Qualifications & Knowledge	<ul style="list-style-type: none"><li>• Fluency in English, including both written and spoken communication skills.</li><li>• Microsoft Office proficiency, particularly Excel, required; Knowledge of relevant BI tools (Tableau, Power BI etc) as well as CRM software is a plus.</li><li>• Self-motivated and self-sufficient, while having the willingness to seek guidance and direction as needed.</li><li>• Extraordinary time management and organisational skills to ensure an opportunity moves through the pipeline as quickly as possible as well as the ability to keep track of multiple projects and deadlines is essential for this role, as it involves coordinating and executing multiple initiatives at once.</li><li>• Knowledge of travel industry: Experience in a B2B sales environment is preferred with a background in travel desired.</li></ul>
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"><li>• Quick to grasp technical details.</li><li>• Proven ability to collaborate and work effectively within a team environment</li><li>• Ability to be flexible and adapt to changing priorities and requirements is important for this role, as our industry landscape is constantly evolving.</li><li>• Customer-centric approach with the ability to understand and address clients' needs effectively.</li></ul>

## About WebBeds

Launched in 2013, WebBeds is the world's fastest growing B2B travel intermediary, or 'bedbank', providing accommodation and ground product distribution services to the travel industry. We source content from travel suppliers, aggregate and merchandise that content in the WebBeds platform, then distribute it to our global network of travel trade clients, who sell to the travelling public.

**Our clients** – online travel agencies, retail travel agents, corporate travel managers, tour operators, wholesalers, tourism boards, super apps, DMC's, group providers, airlines and more – access the company's huge global inventory of more than 368,000 hotels (comprising 30,000+ direct contracts, 70+ integrated third-party providers and 60+ major hotel chains) through market-leading, trade-only booking websites or via simple and seamless API connectivity. In addition to hotel product, clients can also book over 5,500 transfer services in 1,200 destinations along with thousands of guided excursions and tickets for attractions.

**Our supplier partners** – global hotel chains, independent hotels, apartments, resorts, attractions, transfer and sightseeing companies and more – benefit from our global distribution network of over 44,000 travel companies in more than 145 source markets and are supported by a local dedicated point of contact focused on ensuring we deliver value, choice, expertise and an unrivalled level of service.

WebBeds operates global coverage through four geographic regions – Europe, Asia Pacific, MEA (Middle East and Africa) and Americas - with over 1,400 travel professionals working in 50 offices worldwide. WebBeds also operates specialist brands JacTravel DMC and Umrah Holidays International. JacTravel DMC provides tailor-made travel arrangements for offline FIT and groups traveling to the UK, Ireland and key mainland European destinations to the international travel trade. Umrah Holidays International is a genuine pioneer, providing online pilgrimage travel services to travel agencies worldwide.

Find out more about the WebBeds business at [www.webbeds.com](http://www.webbeds.com)

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