

Position Description **Sales Manager - Iberia**

Job Title:	Sales Manager - Iberia
Reporting to:	Head of Sales - Iberia
Department:	Sales department
Location (primary):	Palma, Madrid, remote – Spain

Job Purpose

You will be responsible for achieving the company's projected sales targets, margin contribution and the cost budget for the clients within your assigned region (Iberia region). You will apply your skills to maximize revenue, sales, gross profit, and market share whilst also overseeing the onboarding of new clients.

Key Responsibilities

- Direct responsibility for the comprehensive commercial management of the assigned clients, acting as the main point of communication in the daily management of the account.
- Manage and drive the pipeline of new customers month-to-month.
- Achieve company budgeted sales targets, maximizing revenue, sales, gross profit, and market share of the assigned clients.
- Update client profiles and create new leads and opportunities using our CRM. Ensure monthly mapping of product with XML Clients
- Build solid and influential relationships at C-Level with top clients and tourism companies within the Region to create new sales opportunities.
- Negotiate commercial conditions with new and existing customers.
- Collaborate with Revenue Management, Commercial XML Optimisation, Product Management and Contracting teams to ensure the right product is available to customers.
- Collaborate with Accounts Receivables to ensure timely payments.
- Supervise and coordinate with Finance Team to maintain client's debt exposure under control.
- Weekly/Monthly Reporting on Regions Performance.
- Report on Market trends and development.
- Travel throughout the allocated region and trade events as per business demand.

- Represent the company at Fairs, Trade Shows, conferences, and client events with the aim of increasing the profile of the company.

Required Experience and Knowledge

Essential	
Qualifications & Knowledge	<ul style="list-style-type: none"> • Our Ideal candidate has an established network within the travel sector in the assigned region – Iberia as well as in wholesale & retail segments with previous experience working within the travel industry, ideally in a B2B accommodation business, or technology platform. • Experience and understanding of API/XML technical. • Fluent Spanish and English to a professional corporate level. • Written reporting experience in corporate English. • Any other language is an advantage. • Excel and office package knowledge. • Successful C level negotiation experience

Desirable	
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"> • Analytical skills to track metrics and ensure delivering success and targets compliance. • Strong communication skills and Strategic thinking. • Professional, credible, confident, and enthusiastic. • Organised and adaptable. Able to work well under pressure without supervision. • Proactive and results driven. • Proven track record of meeting deadlines. • Organized and able to balance the demands of several responsibilities. • Able to produce and analyse accurate reporting information. • A work ethic that commits to the task until the goal is met or exceeded. • Availability and flexibility to travel.

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

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