Position Description. **Product Optimization Analyst**

Job Tile:	Product Optimization Analyst
Reporting to:	Head of Global Product Optimization
Department:	Commercial Planning
Location (primary):	Palma (Hybrid)
Name of hiring manager:	Radka Machackova

Job Purpose.

Build and maintain close relation and strong communication between product, contracting, sales, marketing, and the technical optimization departments within regions.

The Product Optimization Analyst need to support the Manager in maximizing revenue, sales, gross profit, and market share, by distributing the correct product to the right customer, identifying business needs, looking at new opportunities and ensure availability meets demand of our clients and we our pricing is competitiveness at a global scale.

Supporting the Head of Global Product Optimization on ensuring that business needs are covered with the appropriate portfolio and providing expertise to advise on business and departmental decisions.

Key Responsibilities.

- Supporting the Head of Global Product Optimization with:
- Build and maintain close relation and strong communication between product, purchasing and sales departments across all WebBeds Regions.
- Competitiveness analysis. Elaborate a global competitiveness and availability report, identifying parameters and key competitors.
- Inventory control.
- Contract expiry control.
- Product mapping prioritization.
- Preferred product portfolio definition for client and market segmentation and mapping prioritization.
- Manage and control product distribution of pre-buys and hotels with limited inventory, with the aim of increase sales and improve revenue.
- 3P supplier sales analysis vs DC inventory.
- Product blocks optimization per channel and client, coordinated with sales, purchasing and technical optimization departments within regions.
- Build the necessary reports to provide market patterns, customers' behaviours, product strengths and weaknesses…etc and other key insights, supporting the sales, contracting and presidents to define and implement the action plan.
- Traffic trend Analysis.

Level of Financial Responsibility.

- Supporting growth in TTV production more than EUR 100 million, and corresponding margin contribution.

Level of Management Responsibility.

- No Direct Reports.

Key Measures.

- Achieve KPIs set by the company at TTV, margin and profit level.
- YOY Trading performance: Booking growth, sales growth revenue growth.
- Improve market share and direct business with less dependency on third party connectivity product.
- Product delivery: Guidance and recommendations on key products and mapping prioritization for clients.

Required Experience and Knowledge.

Essential	
Qualifications & Knowledge	• Fluent in English (Any other European Language is an advantage) • Knowledge and comprehensive previous experience of • working as a Sales, Sourcing and Planning Assistant (or equivalent) within the travel industry. • Knowledge and experience of wholesale/online travel/ecommerce • Knowledge and experience of product management • Experience and understanding of API/XML technical integrations. • High level of Microsoft excels and office package.
Experience, Skills, and Behavioural Requirements	• Analytical skills to track metrics and ensure delivering success and targets compliance. • Strong communication skills. • Availability and flexibility to travel. • Professional, credible, confident, and enthusiastic • Proactive and results driven, delivering on commitments. • Proven track record of meeting deadlines and working under pressure. • Organized and able to balance the demands of several activities. • Ability to produce and analyse accurate reporting. • A work ethic that commits to the task until the goal is exceeded.

About WebBeds.

Launched in 2013, WebBeds is the world's fastest growing B2B travel intermediary, or 'bed bank', 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 tailormade 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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