

Position Description. **Transfer and Activity Contracting Manager or Senior Contracting Manager MEA**

Job Title:	Contracting Manager or Senior Contracting Manager MEA
Reporting to:	Vice President Destination Services
Department:	Destination Services
Location (primary):	Bangkok, Thailand
Name of hiring manager:	Markus Baum

Job Purpose.

In this role you will be responsible to develop and establish the best relationships with transfer and activity suppliers ensuring the product is negotiated with the best conditions on rate and inventory in Middle East and Africa.

Key Responsibilities.

- Act as the face-to-face key point contact for transfer and activity suppliers
- Maintain and expand the supplier portfolio according to targets, ensuring product diversity for our customer base
- Negotiate preferential rates and conditions
- Maintain strong relationships with transfer and activity suppliers
- Reporting to the Vice President Destination Services
- Representing the department/company at trade shows
- Specific projects as requested by senior management

Required Experience and Knowledge.

Essential	
Qualifications & Knowledge	<ul style="list-style-type: none"> • Bachelor’s degree in any field of studies. Preference will be given for studies in the fields of Business Administration or Hospitality and tourism. • Candidate must be independent and mature and have a positive working attitude with a strong sense of responsibility.

Desirable	
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"> • Highly developed negotiation, communication and decision-making skills • Must be very detail-oriented with respect to documentation and communication • Self-motivated and able to perform well under pressure • Proven ability to operate and succeed in a fast-paced environment • Excellent written and verbal communication skills • Good IT skills, including MS Office proficiency (Outlook, Excel, Word etc.) • Fluency (written and spoken) in Thai and English • Ability to conceptualize new ideas • Understanding of suppliers and market dynamics • Based in WebBeds office in Bangkok

About WebBeds.

Launched in 2013, WebBeds is a global marketplace for the travel trade, providing powerful distribution solutions that make selling and buying travel products easier. It sources accommodation and destination services from travel suppliers, aggregates and merchandises that content in the WebBeds platform, then distributes it to its global network of travel trade buyers, who sell to the travelling public.

Hotels and other suppliers - global and regional hotel chains, independent hotels, apartments, resorts, attractions, transfer and sightseeing companies and more - can sell their products to a global network of online and offline travel buyers through robust solutions that provide greater inventory control to simplify distribution, and leverage WebBeds enhanced analytics to inform inventory optimisation choices – saving costs and increasing revenue.

Travel buyers - online travel agencies, retail travel agents, corporate travel managers, tour operators, wholesalers, tourism boards, super apps, DMC's, group providers, airlines and more - can integrate the hundreds of thousands of hotels and ground services in the WebBeds marketplace through simple and seamless API connectivity, or they can search, shop and book online through one of WebBeds trade only booking sites.

WebBeds operates globally through four geographic regions – Europe, Asia Pacific, MEA (Middle East and Africa) and Americas - with over 1,500 travel professionals working in 120 cities across 50 countries worldwide. WebBeds also operates specialist brands JacTravel DMC and UHI. 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. UHI 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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