

Position Description. **Regional Sales & Distribution Strategy Manager/Director**

Job Title:	Regional Sales & Distribution Strategy Manager/Director
Reporting to:	President APAC, VP Commercial Strategy
Department:	Sales
Location (primary):	Singapore
Name of hiring manager:	

Job Purpose.

We are looking for the right candidate to join us fast growing and dynamic family in Singapore. The candidate will be working in Singapore and will gain experience of transformed travel technology and the exposure of working closely with the APAC Leadership team as well as our offices in the APAC region.

The right candidate must possess strong, fluent verbal and written communication skills in English. Strong analytical skills with available data would be an advantage.

The candidate will have good negotiation & planning skills, ability to juggle various tasks including both planning & multiple account managements, while maintaining sharp attention to detail.

Key Responsibilities.

1. Strategic Planning

- Work with senior management and Country Managers to develop sales strategies aligned with company objectives and regional market dynamics.
- Analyse market trends, customer needs, and competitive landscapes to identify growth opportunities.
- Support senior management to sales targets, goals and KPI for the region.

2. Sales Enablement:

- Provide guidance and support to country sales team to ensure alignment with strategic objectives.
- Work with Country Managers to implement sales tools and technologies to improve efficiency and effectiveness of our sales initiatives.

3. Market Expansion:

- Work with senior management to identify and pursue opportunities to expand company's presence in existing and new markets.
- Work with senior management to develop pricing strategies and promotional activities to maximize business and market penetration.

4. Performance Analysis:

- Monitor sales performance and key metrics of the various markets to track against targets.
- Conduct regular reviews and analysis with Country Managers to identify areas for improvement.
- Provide insight and recommendations to senior management based on data-driven analysis.

5. Cross-Functional Collaboration:

- Spearhead collaboration across the various departments (e.g Marketing, IT, Sourcing) to drive sales and promotional campaigns.
- Facilitate communication and coordination between the various regional teams for inter-regional campaigns and/or projects.

Required Experience and Knowledge.

Essential

Qualifications & Knowledge

- Diploma or Bachelor's degree in any field of studies.
- Candidate must be independent, mature and have a positive working attitude with a strong sense of responsibility.

Desirable

1. Proficiency in visualisers like PowerBI, Tableau
2. Excel formulation skills

Experience, Skills and Behavioural Requirements

- 3-5 years of experience in a similar Sales Planning / Account management role will be preferred.
- Candidate must have an aggressive go-getting attitude and have a passion for securing the best deal with suppliers.
- The candidate should have a sunny personality and enjoy working with people both within the company & external partners.
- Must also possess an analytical mindset and the ability to review partner performance to optimise performance.
- Candidate must have a customer focus and drive to resolve any issues that may be a barrier to sales.
- Good written and spoken English and presentation skills

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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