

Position Description **Strategic Account Manager**

Job Title:	Strategic Account Manager Chains - France
Reporting to:	Director of Chains - Europe
Department:	Contracting Europe
Location (primary):	France, Benelux

Job Purpose

The Strategic Account Manager plays a key role in the relationship management with key chain partners on a regional and global level. Together with our key chain partners you define the targeted actions and strategy to drive incremental business opportunities and increase WebBeds' market share.

This position is preliminary focussed on chains with their head office based in France. In this role you will be working collaboratively with external and internal customers in an agile manner to maximize opportunities and increase growth, providing excellent customer service and optimizing our Dynamic Inventory on Point of Sale.

This role requires candidate with a strong account management and/or strategic contracting background in the travel industry, as well as an interest and passion the build meaningful partnerships, expand the chain supplier portfolio and drive commercial results.

Key Responsibilities

- Manage existing key chain strategic partnerships and build portfolio of new chain strategic partners in Europe to drive chain performance.
- Define targeted actions and design strategy road map to achieve agreed KPI's, drive incremental business opportunities and increase WebBeds' market share.
- Ensure chain contracts are (re)negotiated within specified deadline to ensure WebBeds has the best commercial conditions to drive relevant business for the chain.
- Organize quarterly business reviews and bi-monthly engagement with key contacts of the Chain Partners, to discuss results and to build and/or maintain relationships.
- Drive optimization of chain global product, inventory and pricing supported by Partner Success, Supplier Optimization and Contract Managers in destination.
- Partner with Contracting Teams in all regions, encouraging and promoting teamwork and commercial performance for contracting with specific hotels and regions.
- Work in partnership with supplier connectivity and loading teams to onboard new chains via preferred connectivity and to maintain the connection to deliver the right supply to our customers.
- Monitor on a regular basis the performance of the chain supplier including production, pricing and availability to ensure competitiveness in market.
- Primary liaison with the assigned hotel chain partners to deconstruct challenges and develop solutions approach adaptable for all the platforms.
- Support various teams including regional contracting, customer support and supplier connectivity as escalation point regarding availability and service issues.
- Negotiate exclusive deals, value adds and overrides, and identify marketing opportunities for each chain, per region, by Market for all WebBeds platform.
- Attend tradeshows and network opportunities within region to engage with Chain Partners and prospect new opportunities.
- Consult and agree with the Director of Chains regarding new chain opportunities and additions to product.
- As part of the chains team, circulate and facilitate shared special deals, flash sales and additional supply with WebBeds Sales Team to ensure maximum promotion of WebBeds content.
- Co-operate with Health and Safety team to ensure reports are completed and up to date.
- Communicate both internally and externally in a professional manner in keeping with corporate guidelines.

Required Experience and Knowledge

Essential	
Qualifications & Knowledge	<ul style="list-style-type: none"> • Contracting experience gained with the hotel- and/or travel industry. • Able to develop and maintain strong, trusting, and meaningful connections with hotel chains. • Educated to degree level of equivalent or equivalent professional qualification. • Fluent in English and French. • Open to frequent travel.
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"> • Strong negotiation skills, strategic view, commercial acumen, pro-active, dynamic, passionate, and a team player. • Highly accurate with an excellent attention to detail. • Well-developed written and verbal communication skills. • Highly developed analytical skills, and proficient use of Microsoft office, especially Excel applications • Proactive, with ability to offer solutions to issues encountered. • Personable with lots of enthusiasm and a “can do” attitude • Ability to work independently as well as part of the team

Desirable	
Qualifications & Knowledge	<ul style="list-style-type: none"> • Min 4 years contracting experience in hotel- and/or travel industry (OTAs, Bedbanks, Tour Operators) • Understanding of current contracting landscape (dynamic and static models) • Fluent in another European language
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none"> • Have worked in similar role • Experienced in contracting Chains in Europe.

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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