

JOB ADVERTISEMENT

Official Partner / Commercial Agent (m/f/d) for Hotel Products**BRING YOUR TALENT TO THE TECHNOLOGY BEHIND TRAVEL**

GIATA is an international travel technology company with customers in nearly 80 countries. As the market leader for content, we offer hotel descriptions in 24 languages, as well as the world's largest hotel-matching database. We are located in the beautiful district of Kreuzberg in Berlin, not far from the Oberbaum Bridge.

At GIATA we find that complex problems deserve simple solutions. It is important to us that the services we provide are high-quality but easy to use. Our team is currently working on the next generation of travel technology products.

If you are highly motivated, have experience in the tourism sector and would like to work in a fun, supportive team atmosphere, then we look forward to receiving your application!

We are seeking a committed **Official Partner / Commercial Agent (m/f/d) for our Hotel Products** to join our professional sales team as soon as possible.

Your responsibilities

- Acquiring new customers (including hotels, hotel chains, hotel co-operations, franchise system hotel partners)
- Lead generation, professional follow-up of leads, contract preparation, product demonstrations, guiding your leads through the sales funnel
- Concluding contracts with new customers and for new hotel products with existing customers
- Participation in trade fairs (e.g. ITB Berlin), including follow-up work
- Identifying / profiling the hotel companies and assessing their interest in / need for GIATA tools
- Preparing and implementing own action plans for each of his/her accounts in conjunction with Sales Managers working for GIATA in the various countries / regions
- Expanding GIATA's presence in the hotel world for each of his/her clients / markets
- Increasing GIATA's market share for distribution from his/her clients / markets
- Up-selling and cross-selling within the hotel industry
- Preparing monthly progress reports summarising sales initiatives accomplished during the month and the resources required to support the initiatives

Your profile

- Self-employed commercial agent with sales experience and market knowledge in the hotel industry, preferably well-connected in the respective national hotel industry
- Experience in e-commerce / e-distribution is ideal
- Experience in SaaS Sales is a plus
- Active, outgoing personality
- Outstanding negotiating skills / Commitment
- High resilience, endurance and self-discipline
- Quick comprehension skills, logical thinking skills
- Well-versed in presentations, negotiations and closing deals at all negotiating levels / Flexibility in task planning and implementation
- Structured, autonomous and solution-oriented working method
- Dynamic, flexible and willing to travel frequently

We offer you

- An attractive re-seller contract for the hotel products of a market leader
- Attractive commission payments
- Contacts to the largest international companies in the tourism industry
- A dynamic, open-minded team
- Company support for further professional training
- Work-from-home options (e.g. for any customer support work requiring coordination with different time zones) – note, a local GIATA office is not provided

Are you ready for a new challenge?

Then simply send us your application by e-mail to: jobs@giata.com

Please attach your documents (cover letter with preferred start date, curriculum vitae, references) as a PDF file.

Your contact person: Ms. Soualmi

We look forward to getting to know you in person!

Visit us at www.giata.com

