

Position Description. **Senior Account Manager**

Job Title:	Senior Account Manager
Reporting to:	Senior Director – Strategic Partnerships
Department:	Sales
Location (primary):	Remote – North America

Job Purpose.

As the Senior Account Manager, you will manage our largest travel distribution clients like your own business. Requiring strong analytical and strategic thinking, you will create and deliver client level strategies to meet and exceed performance targets.

Key Responsibilities

- Represent WebBeds in day-to-day partner engagement, grow sales, and improve long term relationships to meet both partner and company goals
- Develop deep understanding of our partners business and identify mutual action plans to define growth opportunities
- Communicate with senior level partner counterparts
- Create solutions to optimize technical, commercial, and operational performance including pricing strategy and customer service procedures

Additional responsibilities as a Senior Account Manager:

- Work closely with internal teams including analytics, customer service, finance, and supply to articulate the needs of the partner base and foster a collaborative approach across the broader WebBeds business
- Act as brand ambassador for WebBeds and drive importance of us as a key hotel supplier by increasing market share relative to competitors
- Work on the retention, contract negotiation and contract extensions of top North America partners

Required Experience and Knowledge.

Essential	
Qualifications & Knowledge	<ul style="list-style-type: none">• University degree or equivalent related professional experience• Travel distribution background preferred• Proven experience in sales/account management handling key accounts in a B2B environment required• Exceptional verbal and written communication skills and comfort working with c-level partner contacts
Experience, Skills and Behavioural Requirements	<ul style="list-style-type: none">• Strong relationship management skills with external and internal stakeholders• Outstanding analytical, numerical, and problem-solving skills, able to use data to identify underlying trends and make informed commercial decisions• Ability to prioritize workload managing multiple projects with new and existing high value partners• Solution based approach to sales with a solid understanding of technology• Strong commercial instinct and entrepreneurial drive combined with ability to think creatively and take initiative to execute effectively• Ability to travel up to 25%

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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