Position Description: Optimization Manager Chains

Job Tile:	Optimization Manager Chains
Reporting to:	Regional Director, Optimization and Distribution
Department:	Contracting
Location (primary):	Orlando or Home working anywhere in Americas.

Job Purpose

We are currently recruiting for an Optimization Manager Chains to work within our hotel division team. The successful applicant will be a solution-orientated and customer-centric driven team player who will be based in our Americas region.

This position will be working collaboratively with external and internal customers in an agile manner to maximize opportunities and increase growth, providing excellent customer service and making our Dynamic Inventory on Point of Sale.

This role requires candidate with a strong operational background in the Connectivity area of the travel industry, as well as an interest and passion the commercial area in the business that enables seamless integration of new product with channel managers and switch partners.

Key Responsibilities

- The Optimization Manager Chains has a responsibility for delivering the company's commercial objectives derived from business transacted through the connectivity programme.
- Handle Dynamic Inventory
- Check DI daily booking reports
- Monitor production of each Dynamic Inventory chain
- On-going quality control of each property and ensuring properties are built accurately
- Make sure properties are available for sale according to pre-determined deadlines
- Ensure managed properties are live and bookable on POS conducting quality auditing of properties set up, ensure pricing accuracy, and the rate and promotion competitiveness
- Monitor daily/weekly/monthly production for connected hotels in remit using relevant production reports

Required Experience and Knowledge

Essential	
Qualifications & Knowledge	• Experienced manager with proven record in sales within Tourism • Proven experience of hotel or travel industry • Understanding of electronic distribution channels used for distribution of lodging products • Fluent in English - Foreign language proficiency an advantage.
Experience, Skills and Behavioural Requirements	• Strong business relationship skills • Analytical skills and strategic thinking • Highly accurate with an excellent attention to detail • Well-developed written and verbal communication skills • Ability to make decisions and to work on own initiative and in a • team • Good communication, presentation, and negotiation skills • Self-motivated, flexible, adaptable, and proactive individual who • knows how to think out of the box

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 tailormade 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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