

Senior Sales Advisor

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Company: RateHawk

Location: Belgium

Category: other-general

We are looking for an experienced **Senior Sales Advisor** to join our international B2B brand , develop our business and make the travel world better together!

This is a remote opportunity for candidates located in Europe.

Job Responsibilities

Conduct sales trainings for internal Sales Managers in Europe, share expertise;

Help strengthen market presence and sales team experience;

Actively promote our new international project;

Develop and implement sales activities and hit the sales targets to achieve growth and expand presence in assigned territory;

Sign-up new partners and provide them with extended training of our system;

Initiate an API deals with the potential and existing partners;

Build and maintain a strong, long-lasting relationship with new partners;

Prepare, execute, and manage the commercial deals with the partners including the execution of required document flow and technical setup;

Account clients until the first purchase is made;

Control of compliance with commercial conditions by partners including the payment flow;

Provide market & competitive environment analysis;

Provide comprehensive reporting.

Requirements

Relevant experience Ideally, 5+ years experience in the travel industry and excellent knowledge of the country's travel market; specialized in sales management or business development of B2B travel companies;

Experience in mentorship/guidance and conducting **sales trainings**

Competence in **API** technology deals;

Personal skills. Proactive, ambitious, motivated, action-oriented, results-focused, appetite for innovative technology, comfortable with fast-changing business environment, teamplayer;

Analytical skills. Used to data-driven decision-making, metrics-driven and good with numbers;

International mindset. Ability to understand and work across a wide range of cultural contexts reflecting ETG's global presence;

Languages knowledge. Fluent in English is a must; also fluent in German, Italian or Spanish (any 2 languages from this list);

Readiness for business trips. – 60% of working time might be required for market visits in Europe.

Benefits

Remote work format.

Flexible working hours — we don't require you to be online or in the office at 09:00 sharp.

Interesting and ambitious tasks that will take you to the next professional level.

Learning: seminars, trainings and conferences.

Corporate English.

Corporate discounts on hotels and other services.

Active team of super professionals.

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