

## Account Manager Netherlands

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Company: RateHawk

Location: Netherlands

Category: business-and-financial-operations

We are looking for an experienced **Account Manager in the Netherlands** join our international B2B brand , develop our business and make the travel world better together!

### Job Responsibilities

Actively promote our new international project;

Expand and consolidate presence in the assigned territory;

The area of responsibility is Benelux region;

Maintain and develop our relationship with signed partners in order to increase their performance;

Maximize and develop API deals with the potential and existing partners;

Follow-up with existing and new partners in order to provide system training;

Collaborate with the sales team to identify and grow opportunities within the territory;

Product presentations & networking;

Position the brand within the travel trade;

Payments control;

Provide market & competitive environment analysis;

Provide comprehensive reporting.

## Requirements

**Relevant experience** Ideally, 2+ years experience in the travel industry and excellent knowledge of the country's travel market; specialized in account management or business development of B2B travel companies;

Competence in **API** technology deals;

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

**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.** Fluency in Flemish or Dutch, at least upper-intermediate English level, other languages as a plus;

**Readiness for business trips.** – 30% of working time might be required for market visits in the Benelux region.

## Benefits

Competitive salary;

Career growth opportunities and a corporate culture that encourages professional development;

Complex and innovative product;

Ambitious team of professionals;

Learning: seminars, trainings and conferences. If you want to participate in a conference, we will help to organize it;

Flexible timetable — we don't require you to be online or in the office at 09:00 sharp. You can start work at a time that suits you;

Corporate discounts on hotels and other services.

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