

## Head of Business Development France, BeNeLux & North Africa

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Company: RateHawk

Location: Netherlands

Category: other-general

We are looking for an experienced **Head of Business Development France, BeNeLux & North Africa** to join our international B2B brand RateHawk, develop our business and make the travel world better together!

**This is a remote position for candidates located in France, Belgium, Netherlands, Luxembourg or North Africa.**

### Job Responsibilities:

Actively promote our international project;

Develop, implement and support sales & marketing activities to expand and consolidate presence in assigned territory;

Lead the team of local sales & account managers;

Plan, monitor, and analyze key metrics for the day-to-day performance of the team to ensure reaching of targets and KPIs;

Liaise with HQ, Finance and Marketing departments to ensure operations budgets and proper advertisements meet team goals and attract partners;

Uphold organization policies and standards, ensuring legislative regulations are followed;

Contribute to signing up new partners;

Maintain and develop our relationship with Key partners in the assigned territory;

Product presentations & networking;

Position the brand within the travel trade;

Provide market & competitive environment analysis;

Provide comprehensive reporting.

## **Requirements**

Location: France, Belgium, Netherlands, Luxemburg.

5+ years of experience in the travel industry in a relevant position.

Proven track record in b2b sales, building partnerships, market/business development, account management;

Excellent knowledge of the country's travel market and a list of reliable market contacts within the industry;

Successful team management experience. Hiring, developing and retaining excellent talent. Demonstrable abilities to drive performance;

Competence in API technology deals;

Personal skills: Dedicated, high-energy, creative, strong attention to details, excellent organization and problem solving skills, business case building. Self-starter looking to have a significant impact on business success;

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;

Fluent in French, Advanced English, other languages as a plus;

Readiness for business trips. 20 – 30% of working time might be required for market visits.

## 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 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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## Cross References and Citations:

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