

Sales Manager



Reporting to: Regional Head of Sales

Department: FIT – Sales

Location (primary): London, UK

Global B2B Hotel Provider

JacTravel is one of the world's premier suppliers of online hotel bookings and inbound travel services to the tourism sector. Founded in 1975, JacTravel is a multiple award winning business-to-business hotel provider. We operate three distinct but complementary divisions:

- Global wholesale accommodation solution available through a simple API connection
- Worldwide travel agent booking website through
- Specialist inbound group travel services to the UK, Ireland and Europe

- The principle function of this role is to grow the overall business in assigned market and maximise the revenue of a portfolio of Online Retail Agency Accounts through exceptional customer management, product knowledge and sales tactics with the aim of achieving the revenue and margin target set for each client.
- A pivotal role responsible for managing all aspects of the customer sales and relationship, including sales, technical, and commercial negotiations.
- Management, development and delivery of both existing clients and new strategic partners in assigned region, to optimise sales and profitability, bringing growth in line with budget.

Essential Qualifications and Knowledge

- Personable and commercial 'people' person
- Proven track record in managing a portfolio of clients
- Knowledge and involvement with in DACH retail travel industry
- Excellent negotiation & communication skills both written & verbal
- To have an understanding of XML connectivity and IT platforms
- Displays a strong work ethic, committed to exceeding targets
- Highly motivated, target driven with excellent organisational and planning skills
- To be confident in meetings with clients and representing JacTravel
- A solid working knowledge of Microsoft Word, Excel and Outlook
- Fluency in English and German
- Fluency in French is desirable

Ms. Yordi Seinsch

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