

Account Manager Hotels Switzerland (Swiss-German and Italian speaker)

Booking.com™, part of Priceline.com (Nasdaq:PCLN) is Europe's leading online hotel reservations agency by room nights sold, attracting over 30 million unique visitors each month via the Internet from both leisure and business markets worldwide.

Established in 1996, Booking.com offers competitive rates for any type of property, ranging from small independent hotels to a five star luxury. The site is available in 41 languages and offers over 135 000 hotels in 101 countries.

We believe that the passion of our employees is our strength and this is what drives us towards an outstanding performance. We offer an international, and dynamic working environment with a culture that is open, innovative and performance orientated.

You will work from our office in Zurich however you will be traveling at least 50% of the time. You will be working as an Account Manager Hotels responsible for a specific region in Switzerland. Your main tasks are acquiring new hotels within your responsibility area. You create strategic plans, quantity and quality reports. You will also advise hotels about internet strategies and provide hotels the training to use our system.

You will be reporting to the Area Manager Hotels.

Main Responsibilities:

- Acquire new hotels;
- Visit our important hotels;
- Take care of the contacts with hotels;
- Take care of negotiations and contracts;
- Getting more availability and better rates;
- Responsible for after sales;
- Accompany and train hotels with implementation of system;
- Advise hotels about internet strategies;
- Organize and coordinate Tourist Trade Fair visits;
- Market our brand name to hotels;
- Expand and take care of networks.

Requirements:

- Fluent in (Swiss) German, Italian and English both written and spoken;
- Bachelors degree;
- 2 - 4 years of experience in a relevant Sales function in the internet or hotel industry;
- Perfect knowledge of the market;
- Experience in the hotel industry is a must!

- Affection with online market;
- Customer focused, independent, sense of responsibility and target focus;
- Good communication and commercial skills;
- Driver's license, willingness to travel.

Interested?

We offer you excellent conditions of employment and possibilities for further career growth within our fast growing company.

To find out more about Booking.com and apply directly please visit our website

<http://www.booking.com/jobs>.