

AMADEUS

Sales Representative – Hotel & Beyond Air | 新卒・未経験者歓迎 | 50%リモートワーク

◆ トラベルテクノロジー外資系企業 ◆ AMADEUSソリューションズの営業担当

Job Information

Hiring Company

Amadeus Japan K.K.

Job ID

1490908

Industry

Tourism

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Salary

Negotiable, based on experience ~ 5.5 million yen

Work Hours

午前9時30分～午後6時（7時間30分制）

Holidays

土日・祝日、年末年始（夏季休暇は定めなく、入社日に付与する年次有給休暇の中で取得）有給休暇、有給の傷病休暇（年5日）

Refreshed

August 21st, 2024 18:14

General Requirements

Career Level

Entry Level

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Overview

This position will be in charge of the end-to-end sales of Amadeus Booking Platform towards clients in the hotel business and mobility providers, such as car rental companies and private transportation services. Your tasks will be including but not limited to the following:

- Drive the full sales cycle of Hotel Content and solutions in close collaboration with Account Managers and commercial leaders
- Align with product and service team to either sell hotel solutions or bundled deals.

- Prepare and deliver customized sales presentations, demos, and discovery workshops.
 - Collaborate with commercial and marketing teams to represent Amadeus Hotel at conferences and trade shows.
 - Oversee project delivery to ensure timely and successful implementation.
 - Work closely with the customer success team to maintain high client satisfaction and drive solution adoption.
 - Coordinate with local sales and account managers on customer needs and opportunities.
 - Visit and engage with key customers to encourage usage and drive adoption of the Hotel Marketplace.
 - Contribute to yearly business planning, quarterly updates, identify opportunities and to drive new leads into sales pipeline.
 - Act as an expert of the Amadeus Hotel marketplace, providing training and support local sales and Account Management team.
 - Monitor hotel industry trends and provide feedback to product and content teams.
 - Assist in sales pipeline management, new sales & Adoption reports provision, ad-hoc reporting to local and central senior management.
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Required Skills

About ideal candidate:

Must Have

- University degree in Business, Marketing.
- Ability to travel as needed to meet with clients and attend industry events.
- Fresh graduates are welcomed to apply

Good to Have

- Relevant experience in Business Development and Hotel Distribution.
- Has an understanding of travel industry and hotel distribution business model.
- Knowledge of GDS and travel agency distribution is a plus.
- Proficiency in CRM software and sales analytics tools.

Characteristics and Personality

- Excellent communication, presentation, and negotiation skills.
- Ability to work independently and as part of a team.

Diversity & Inclusion

Amadeus aspires to be a leader in Diversity, Equity and Inclusion in the tech industry, enabling every employee to reach their full potential by fostering a culture of belonging and fair treatment, attracting the best talent from all backgrounds, and as a role model for an inclusive employee experience.

Amadeus is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to gender, race, ethnicity, sexual orientation, age, beliefs, disability or any other characteristics protected by law.

About Amadeus

At Amadeus we're passionate about travel and technology and making travel simpler, smarter and smoother. We're a diverse global team of over 18,000 professionals working together to solve the industry's toughest challenges and deliver exceptional customer experiences across 190 countries. And so can you! Join us to add your voice to our diverse mix for better discussions, decisions and outcomes for everyone!

We make the experience of travel better for everyone, everywhere by inspiring innovation, partnerships and responsibility to people, places and planet. Our technology powers the travel and tourism industry. We inspire more connected ways of thinking, centered around the traveler. Our platform connects the travel and hospitality ecosystem. We are making travel a force for social and environmental good. We are passionate about travel. With a unique perspective, at the heart of our industry, we are redesigning the travel of tomorrow.

Company Description