

AMADEUS

Sales Representative – Hotel & Beyond Air | ITプラットフォーム営業

◆ トラベルテクノロジー外資系企業 ◆ 50%在宅勤務

Job Information

Hiring Company

Amadeus Japan K.K.

Job ID

1493623

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chuo-ku

Salary

6 million yen ~ 7 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

January 14th, 2025 12:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

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

Summary of the role

We are seeking a dynamic and motivated Sales Representative to join our team. The successful candidate will drive the growth of our hotel distribution solutions by selling and promoting the Amadeus Hotel distribution offerings to large clients and key accounts. This role involves strategic planning, sales execution, and fostering strong relationships with clients to ensure the adoption and success of our solutions.

Your main responsibilities

In this role, you will:

- Drive the full sales cycle of Hotel Content and solutions in close collaboration with Account Managers and commercial leaders.
 - Align with product and service teams 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 drive new leads into the sales pipeline.
 - Act as an expert of the Amadeus Hotel marketplace, providing training and support to local sales and Account Management teams.
 - Monitor hotel industry trends and provide feedback to product and content teams.
 - Assist in sales pipeline management, new sales & adoption reports provision, and ad-hoc reporting to local and central senior management.
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Required Skills**About the ideal candidate**

- University degree in Business or Marketing.
- 3~5+ years of commercial experience in sales or another customer-facing role.
- Understanding of the travel industry and hotel distribution business model.
- Knowledge of GDS and travel agency distribution is a plus.
- Excellent communication, presentation, and negotiation skills.
- Ability to work independently and as part of a team.
- Proficiency in CRM software and sales analytics tools.
- Ability to travel as needed to meet with clients and attend industry events.

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