

secret escapes

Secret Escapes is an international group company, the world's largest members-only website that runs best-in-market flash sales of hotels and holidays worldwide. Backed by Google Ventures and other famous Venture Capital funds, we currently operate in 14 countries and are opening many others in the near future. We already have more than 25 million members worldwide and a social-media following the size of a small country.

We are now searching for a talented **Key Account Manager** to join our sales team. This person will take responsibility for negotiating contracts for hotel product direct with suppliers in Hungary. We are currently building **local Hungarian team and sales office** therefore enthusiastic team players with a passion for sale are wanted!

Overall Job Purpose:

Key Account Managers will take responsibility for negotiating contracts for hotel product direct with suppliers in Hungary - top destinations/hotels

- Negotiating contracts for hotels and tour operators
- Identifying a pipeline of sales that offer a constant diversity of product, from country hotels and spa to chic and boutique in the city,
- Manage all elements of the contracting process from target identification and initial contact right through to pricing, contract agreement and allocation management
- Be a role model, take responsibility when needed for managing junior staff and/or interns

What you can expect:

- Independent role in a part of a highly motivated, international team
- Freshly created new local team in your new local sales office in Budapest
- Flat hierarchies, quick decision making and lots of room to make an impact
- The dynamism and innovativeness of an ambitiously growing online company
- True team spirit, high ambitions and fun at the workplace
- We will make sure that your hard work matters and all of your ideas will be listened and considered; we care the most about proactivity and willingness to try and make a change
- Possibility to learn, grow and develop
- Competitive salary and motivating bonuses when achieving set targets and goals

What we expect from you:

- A proven Key Account Manager with a track record of successful product roles and existing hotel relationships in Hungary is as a **MUST**
- At least 2 years of work experience in hotel contracting/revenue management (OTA, flash sale site, hotel booking site or hotel sales department)
- Very good knowledge of the hotel market in Hungary
- Excellent sales and negotiation skills
- Boundless energy and commitment to your work and an entrepreneurial 'can do' approach to business
- Fluent in Hungarian and English (Czech, Slovak, Croatian or Polish will be a plus)

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- Willingness to business travel

If you're ambitious, excel at what you do and you want to help us add a few more impressive things to our list of achievements, then we'd love to hear from you via Email with your CV in English attached: lucyna.kukawska@secretescapes.com

***We hugely appreciate every single application - whether directly regarding one of the current vacancies, or speculative - and we always read every single one. We always do our best to get back to people too. However, some of our job postings attract such a high number of applicants that it makes contacting every one of them almost impossible. Rest assured, if you don't hear from us, your application or approach is forwarded on to the relevant department head and kept on file.