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Category: other-general

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We are looking for an experienced Account Manager Direct Supply United Arab Emirates who will be excited to build and develop hotel supply business to join our international B2B brand RateHawk, develop our business and make the travel world better together!

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Responsibilities: Actively promote our new international project;

Expand and consolidate presence in the assigned territory;

Maintain and develop our relationship with signed partners in order to improve commercial conditions (hotels, hotel chains);

Work with inactive partners to reactivate them;

Assist hotels with registering on the platform;

Monitor the competitiveness of prices and terms of cooperation;

Work with the main analytical tools;

Work with the product, accounting and legal parts of the system Apply Also Senior Process Operator Jobs in Dubai | Emirates National Oil Company

Requirements Relevant experience. Ideally, 3-5 years experience in the direct supply/hotel contracting industry and excellent knowledge of the country's travel market; specialized in account management or business development of hotels or hotel chains;

Personal skills. Proactive, ambitious, motivated, action-oriented, results-focused, appetite for innovative technology, comfortable with fast-changing business environment, teamplayer,

used to data-driven decision-making;

International mindset. Ability to understand and work across a wide range of cultural contexts reflecting ETG's global presence;

Language knowledge. Fluent in Arabic and English, other languages as a plus;

Readiness for business trips. 40 – 50% of working time might be required for market visits

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