

Account Executive - Istanbul

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Company: Booking.com

Location: İstanbul

Category: other-general

At Booking.com, we want to empower everyone to experience the world. Through our products, partners and people are how we do it. There's a whole planet of possibilities out there, and we bring it all together, in one place.

Do you enjoy taking ownership and being responsible for your own internal business portfolio? Do you thrive in building positive relationships? Can you help Booking.com's partners grow their business by providing them with analysis, growth opportunities and new products and services? If your answer is yes, you might have the determination to be our next Account Executive to join our outstanding Partner Services team in our Istanbul office.

What you'll be doing:

Pro-active communication with partners in your region by telephone and by internal messaging to assist with the development of the business

Responsible for a portfolio of partners where you are the first point of contact, answering questions and following up when needed, also responsible of evaluating local market characteristics, trends and drivers

Responsible for maintaining a stable relationship with the accommodation partners (i.e. frequent performance calls and contact to ensure they offer Booking.com's customers the best availability and competitive pricing)

Be knowledgeable on Booking.com's products so that their benefits and usage can be explained to Partners

Find opportunities for partners that will help improve Booking.com's business by using its internal segmentation to prioritize

Help identifying new potential partner leads and pass this leads on for further follow up

Responsible for taking Customer Service issues which relate to their portfolio and solving these in the most efficient manner for the business, partner and customer

Support the organization of events, such as workshops and webinars, for partners. Also encouraged to attend in the partner events for their portfolio

What you'll bring:

Strong and engaging communication skills

Solution oriented and results driven

Ability to influence partners over the phone to implement suggestions;

Strong work ethic; self-directed and resourceful

Proactive, flexible and capable of working independently as well as working in a team

Ability to prioritize own workload and efficiently manage their time

Eye for accuracy and ability to be analytical

Language: English and Turkish; written and verbal

Benefits & Perks:Global Impact, Personal Relevance:

Annual paid time off and generous paid leave scheme including: parent, grandparent, bereavement, and care leave

Hybrid working including flexible working arrangements, working from home furniture and ergonomic support, and up to 20 days per year working from abroad (home country)

Discounts & Wallet credits to spend on our products, upgrade to Booking.com Genius Level 3, and friends & family Booking.com discount vouchers

Free access to online learning platforms, development and mentorship programs

Global Employee Assistance Program, free Headspace membership

Please submit your CV in English.

Pre-Employment Screening:

If your application is successful, your personal data may be used for a pre-employment screening check by a third party as permitted by applicable law. Depending on the vacancy and applicable law, a pre-employment screening may include employment history, education and other information (such as media information) that may be necessary for determining your qualifications and suitability for the position.

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