

Turkey Jobs Expertini®

Associate Account Manager Antalya

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Company: Expedia Group

Location: Antalya

Category: other-general

The Associate Market Manager's primary responsibility is to onboard, develop and maintain a high-quality portfolio of hotel and property products (i.e. relevant, attractive and competitive) for Expedia's fast-growing global customer base, within their assigned territory. In doing so, you will also continuously work with Expedia Groups property partners to help them maximize the production potential from their participation in the Expedia marketplace by smartly utilizing the power of Expedia Group's unique data insights, marketing, distribution and revenue management toolset.

This role is the core on which the Market Management team is based. This team ensures that the Expedia brands' global customers always find the most suitable product for their dream trip, and that our partners can effectively, and efficiently reach Expedia's full breadth of global traveler demand throughout the year.

What You'll Do

Develop and sustain strong partner relationships by providing relevant data insights and high-quality consulting services to hotel partners (revenue management advice, marketing opportunities)

Build the portfolio of local hotel partners by introducing prospective partners to Expedia's marketplace and facilitate their onboarding process

Ensure that partner hotels' products (content, rates and availability) are consistently optimized on the Expedia sites to maximize customer conversion

Secure additional lodging rates and availability information over high demand and compression periods to satisfy customers' pressing needs

Secure seasonal deals and promotions within the guidelines set by management to support the brands' merchandising and marketing efforts.

Continuously promote and develop hotel partners' high engagement with Expedia's full suite of:

Unique market insights (partner reports, competitive data, key performance drivers)-

Revenue management tools (dynamic promotions, packages, fenced deals, mobile)-

Marketing and merchandising opportunities

Specialized brands (e.g. Egencia, Hotwire, Media Solutions) potential opportunities

Self-service tools (Expedia Partner Central)

Who You Are

Bachelor's Degree plus 1-2 years' experience in Account Management is essential

Experience in the tourism/travel industry is a distinct plus. Experience working for an E-Commerce platform, or in Revenue Management for a hotel is also a plus.

Approximately 20 – 30% of travel for market visits

Written & Spoken Communication Listening and Influencing

Proficiency in Turkish and English is essential

Presents ideas and directives clearly and persuasively; actively listens when spoken/presented to

Ability to optimally communicate to various levels and through a variety of communication channels

Strategy Execution

A master at prioritizing work in order to be laser-focused on achieving multiple critical

metrics (targets, goals and/or strategic objectives) set by the leadership team

Relationship Management

Genuine relationship builder; earns the confidence of others;

Bridges and sustains solid partnerships based on mutual support through a shared style

Solution Alignment

Appetite for innovative technology, constantly evolving business environment, data driven decision making

Demonstrates problem solving skills

Ability to select and present insightful dataset including performance, market and competitor analysis and to implement meaningful action plans based on the data

Build & Maintain Teams

Able to work independently as well as be a strong teammate, always seeking to improve team and organizational performance

Help other team members (peers) acquire skills or achieve targets/goals

Why join us

Expedia Group recognizes our success is dependent on the success of our people. We are the world's travel platform, made up of the most knowledgeable, passionate, and creative people in our business. Our brands recognize the power of travel to break down barriers and make people's lives better – that responsibility inspires us to be the place where exceptional people want to do their best work, and to provide them to tools to do so.

Whether you're applying to work in engineering or customer support, marketing or lodging supply, at Expedia Group we act as one team, working towards a common goal; to bring the world within reach. We relentlessly strive for better, but not at the cost of the customer. We act with humility and optimism, respecting ideas big and small. We value diversity and voices of all volumes. We are a global organization but keep our feet on the ground so we can act fast and stay simple. Our teams also have the chance to give back on a local level and make a difference through our corporate social responsibility program,

Expedia Cares.

If you have a hunger to make a difference with one of the most loved consumer brands in the world and to work in the dynamic travel industry, this is the job for you.

Diversity Statement

Expedia is committed to building an inclusive work environment with a diverse workforce. All applicants will receive consideration for employment without regard to race, religion, gender, sexual orientation, national origin, disability or age.

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