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Contracting Manager- Antalya Region

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Company: MTS Globe Turkey

Location: Antalya

Category: other-general

MTS Globe Turkey

MTS Globe is the biggest independently owned incoming company in Europe. Our network includes 65 destination offices in 19 countries in and around the Mediterranean Sea, the Atlantic Ocean, Northern Africa, the Black Sea, the Arabian Gulf and Mexico's Caribbean Coast. Since its foundation in 1967, MTS Globe has built up a strong market presence in 27 source markets in Europe and North America. It serves over 5,3 million customers with 27 million overnights per year in over 10.000 hotels. 250 clients have chosen MTS Globe as their preferred destination partner. They enjoy a superior degree of satisfaction because of reliable and high service levels, as well as customized solutions, advanced technological integrations, individual attention to each customer, best quality-price ratios due to large purchasing volumes and synergies based on a strong international network. 900 employees from 25 nationalities, a strong team of local shareholder partners, combined with central experts for operational, commercial and technological support to ensure a superior value for all MTS Globe clients. The MTS Globe vision is to continue expanding the network and create new business models in a continuously changing distribution environment. An expansion based on satisfied clients, true partnerships with customers as well as hotel suppliers, and visionary IT solutions.

Job description

We are looking for a Contracting Manager- Antalya Region to join our commercial team in Türkiye. The role will report to the Regional Contracting Manager - AYT Region and will support regarding the agreements to be made with accommodation companies on behalf of Tour Operators and to follow up all product studies of the agreements made.

Main responsibilities:

- To ensure contract targets are met and maintain/grow production in the designated areas.
- Support strategic deals with some key account partners in order to allow the increase in margin needed by the company
- Follow up on the performance of the contract; follow up allocations, control of allocation fulfillment and performance, special offers requests, price comparisons, releases, renegotiations of conditions... etc.
- Analyse the sales performance and make accurate recommendations based on comparisons to previous years, competitors, and margins.
- Collaborate in analyzing market trends and identifying new business streams for revenue generation. Visit new possible products, caring for and building up the actual and future product portfolio.
- Specific projects as requested by senior management.

Requirements

Requirements:

- University degree
- At least 3 years of experience in the Contract Department.
- Teamwork skills, highly motivated, flexible and open to change.
- Good communication skills, with improved persuasion ability and human relationships.
- Dynamic and with leadership qualities.
- High Office skills
- Able to travel.
- Military service completed.
- Advanced English in reading, writing & speaking.
- Driving license: Class B.
- Based in Antalya

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