

## Job Detail

Staff Level

Position Title	[World's leading International wholesaler company] Yield Manager (Account Management - Hotel Contracting)
Company Name	Hotelbeds Japan K.K.
Activated / Updated	2024-05-15 / 2024-05-15
Job Type	Hospitality Business Specialists - Hotel Hospitality Business Specialists - Travel Industry Related Administrative - International Affairs
Industry	Tourism/Hotels, Lodging/Restaurant, Food Services
Location	Asia Japan Tokyo
Job Description	<p><b>【Main Accountabilities】</b></p> <ul style="list-style-type: none"><li>• Renegotiate contracting conditions with our hotel suppliers, to maximize availability, offers, best available rates &amp; loading with the maximum level of system expertise the commercial conditions.</li><li>• Apply specific actions on the product and give the right priorities always driven by the data provided on the company dashboards.</li><li>• Obtain new offers and extra availability directly loaded in the system by the supplier.</li><li>• Partner internally with the Contracting Manager to achieve a high-quality collaboration, sharing information, strategies and by driving high levels of efficiency.</li><li>• Proactively manage contact with assigned hotel suppliers daily.</li></ul> <p><b>【Challenge】</b></p> <ul style="list-style-type: none"><li>• Problem solving: Decisions mainly guided by policies, procedures or practices. Some situations may require developing alternatives or interpreting guidelines.</li><li>• Freedom to act: Uses considerable latitude in determining objectives and approaches to responsibilities.</li><li>• Decisions Impact: Decisions have a moderate influence on results, third party relationships, projects and / or expenditure.</li><li>• Data loading, (last minute) offers, stop sales...</li><li>• Loading errors, which as a consequence involves loss negotiations with suppliers</li><li>• Book outs: prevent our clients to be book out to alternative properties</li><li>• Financial: Litigations: resolution of differences in invoices</li></ul>
Company Info	<p>The online hotel wholesale division of the Hotelbeds Group, which boasts the world's largest bed bank. A wholesaler that provides Japanese hotels to about 60,000 overseas travel agencies through a system. In Japan, we are engaged in consulting sales for the development of hotels to be provided and revenue increase.</p> <p>The Hotelbeds Group is a large travel business group that includes not only the travel industry, but also airlines, hotels, and cruise companies.</p>
Working Hours	9:30 - 18:00
Qualifications	<p><b>【Qualifications】</b></p> <ul style="list-style-type: none"><li>• Strong influencing and negotiation skills, thriving in the creation and maintenance of successful long-term commercial relationships.</li><li>• Excellent communication skills, native level in Japanese and business in English</li><li>• Excellent interpersonal skills and strong cultural versatility and empathy</li><li>• Strategic vision and analytical clarity</li><li>• Strong analytical skills</li><li>• Passionate about customer satisfaction, with a personal commitment to organizational excellence</li></ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)

Salary	JPY - Japanese Yen JPY 5000K - JPY 7000K
Salary Description	Bonus, Defined Contribution Plan, complete social insurance, hybrid working system (work 2 days a week, the rest is remote work), hybrid remote working allowance, commuting allowance (equivalent to commuting twice a week)
Holiday Description	<ul style="list-style-type: none"> <li>• Sick leave</li> <li>• Childcare leave</li> <li>• Birthday vacation</li> <li>• Able to work regardless of location for 30 days a year</li> <li>• Hybrid work</li> </ul>
Job Contract Period	fulltime position
Nearest Station	<p>5 minutes on foot from JR Shinjyuku Station South Exit/  5 minute walk from JR Yoyogi Station East Exit/  *We have adopted a hybrid working policy,  we work in the office at least 1 day a week  and can work remotely the rest of the time.</p>