

Vice President, Hospitality APAC

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Company: Amadeus

Location: Bangkok

Category: other-general

Job Title

Vice President, Hospitality APAC

The Commercial Head, Hospitality APAC is responsible for leading their team in order to maximize sales revenue and meet or exceed corporate set goals.

This role will have great communication skills with proven organisational experience and be a key Hospitality representative for all Industry events in the region.

This role will also be responsible for all Hotel IT, BI & Media sales numbers across his/her markets for both New & Renewal sales. As well as owning and presenting strategies and sales numbers on regular basis to senior executives

Main responsibilities:

Sales & Business Development

Within the region, promote and drive strong results for Amadeus Hotel IT, BI & Media.

Accountable for team sales goals associated with assigned territory.

Put into place effective strategies throughout the year for the sales region in order to achieve the monthly and total year budget for all personal sellers and their sales territories

Research areas within the hospitality industry that impact sales for assigned region

Create and customize client presentations for HVT opportunities using available templates and presentation tools.

Regularly review market and competitor analysis, paying particular attention to product standard and pricing policy.

Be fully aware of market conditions and general industry information that may affect Amadeus Hospitality business.

Develop specific plans to ensure growth both long and short-term, both personally for team members and also company revenue policy.

Meet with all clients with a value of over \$150K at least twice per year, Meet all clients with a value over \$300K on a quarterly basis

Create & Maintain Relationships within Senior Management for all High Value accounts and open opportunities for Commercial Head Hospitality with C Suite of these accounts.

Employee Management

Develop those under his/her remit

Be the voice of guidance and mentoring

Drive to achieve sales targets and execute strategies

Review Regional expenses and recommend improvements

Develop Career Development plans and succession plans for Direct Reports

Manage & Administer Regular Team Meetings (Team should meet face to face with an action plan, agenda and desired outcomes twice per year).

Product Management

Within the region, promote and localise the implementation of Amadeus Hospitality Solutions.

Be the voice of the customer to the Global Product Teams, supporting the Product Specialists, representing his/her region on all product related developments i.e local connections and interfaces etc

Understand our competition and actively feedback relevant insights to Product specialists, Customer Care and Sales

Update job knowledge by participating in educational opportunities; reading professional

publications; maintaining personal networks.

Collections

Work with the collections department to ensure that all orders processed are paid within 60 days of invoicing.

Responsible for ensuring the Commercial Team Supports the Collections of outstanding accounts.

Industry Representation

Within the region, promote Amadeus Hospitality Solutions within Senior Industry Bodies. Be the voice of the Amadeus HIT representing his/her region for any multi country events.

Be the acknowledged Thought Leader around Sales & Marketing & Hotel IT topics within assigned territory

Working with the Senior Directors of Sales, participate in Senior Industry Events and seminars within your region, to develop talent and position Amadeus HIT as a thought leader in the Industry

About ideal candidates:

Bachelors Degree or equivalent experience , with minimum of 15 years of previous experience within the hospitality or travel industry or as a Senior Leader within a Hospitality Company

Must have an understanding of the hotel business; experience in the hotel industry a major asset. Good understanding of the travel & distribution industry in general.

Sales & Marketing knowledge of Hotels & Emitting Markets within assigned geography

Excellent negotiating skills, results & outcome driven

Fluent spoken and written English plus regional languages

Diversity & Inclusion

We are an Equal Opportunity Employer and seek to hire the best candidate regardless of age, beliefs, disability, ethnicity, gender or sexual orientation.

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