

## Sales Manager Poland

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Company: RateHawk

Location: Poland

Category: other-general

We are looking for an experienced **Sales Manager in Poland** to join our international B2B brand, develop our business and make the travel world better together!

### Job Responsibilities

Actively promote our international project in assigned territory;

Develop and implement sales activities and hit the sales targets to achieve growth and expand presence in assigned territory;

Sign-up new partners and provide them with extended training of our system;

Initiate an API deals with the potential and existing partners;

Build and maintain a strong, long-lasting relationship with new partners;

Prepare, execute, and manage the commercial deals with the partners including the execution of required document flow and technical setup;

Account clients until the first purchase is made;

Control of compliance with commercial conditions by partners including the payment flow;

Provide market & competitive environment analysis;

Provide comprehensive reporting.

### Requirements

**Relevant experience** Ideally, 2-5 years experience in the travel industry and excellent knowledge of the country's travel market; specialized in sales management or business development of B2B travel companies;

Competence in **API** technology deals;

**Personal skills.** Proactive, ambitious, motivated, action-oriented, results-focused, appetite for innovative technology, comfortable with fast-changing business environment, teamplayer;

**Analytical skills.** Used to data-driven decision-making, metrics-driven and good with numbers;

**International mindset.** Ability to understand and work across a wide range of cultural contexts reflecting ETG's global presence;

**Language knowledge.** Fluent in Polish and English, other languages as a plus;

**Readiness for business trips.** – 50% of working time might be required for market visits.

## **Benefits**

Competitive salary;

Career growth opportunities and a corporate culture that encourages professional development;

Complex and innovative product;

Young and ambitious team of professionals;

Learning: seminars, trainings and conferences. If you want to participate in a conference, we will help to organize it;

Flexible timetable with ability to work remotely or in a comfortable office in the center of Warsaw — we don't require you to be online or in the office at 09:00 sharp. You can start work at a time that suits you;

Corporate discounts on hotels and other services.

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**Cross References and Citations:**

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