



Business Development Director - HCORPO Indirect Sales

HCorpo is the first online hotel reservation platform, exclusively dedicated to corporate travel. To keep ahead of our rapid growth, we are offering a full-time job based in the UK for the position of Business Development Director – HCORPO Indirect Sales.

Hcorpo is the corporate division of the Gekko Group. Designed from the outset to meet companies corporate travel needs, HCorpo is the only hotel booking platform offering both immediate availability and centralized billing for 100% of hotel expenses. Hcorpo is completely integrated within the business travel ecosystem.

When using Hcorpo, the company gets full visibility of their hotel perimeter and can effectively control spending drastically reducing their costs.

Responsibilities:

Reporting directly to the board, you will be required to contribute to local and international deployment projects and provide regular reporting

You will be responsible for the development of Hcorpo's Indirect Sales via TMC/SBT and third parties for the EMEA region. You will travel regularly for business trips both within the UK and Internationally.

Your principle missions will include:

- Develop the indirect distribution strategy for HCorpo
- Ensure the success of each Commercial Action Plan deployment
- Active sales prospecting & contracting of new TMC accounts
- Provide regular follow up actions & training for call centres/ BTC/ TMC head offices
- Ensure control and constant follow up of the HCorpo solution within the different distribution channels for each TMC
- Detection & qualification of online account prospects (accounts dedicated to Hcorpo)

Requirements:

You have extensive experience within Corporate Travel and have knowledge about TMCs, and SBTs

English is your mother tongue or you are completely bilingual in English, any other languages are a plus

You have experience with managing a team.

You have a dynamic, enthusiastic, rigorous character, with outstanding organisational and strong personal skills,

Additional Information:

Salary: based on your experience

Contact: recrutement@hcorpo.com