

Business Developer - Germany

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 Germany for the position of Business Developer.

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 :

Attached to the Business Development Director of Hcorpo's Indirect Sales you will be required to contribute to local and international deployment projects and provide regular settings updates.

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 Germany and Internationally.

Your principle missions will include:

- Apply the sales strategy as defined by your superior director & board
- Regular sales meetings & training for the various partners of Hcorpo
- Regular reporting to your director

Requirements:

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

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

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