

## Business Developer - Switzerland

Hcorpo, subsidiary of AccorHotels Group is the first online hotel reservation platform, exclusively dedicated to corporate travel.

To keep ahead of our rapid international growth, we are offering a full-time job based in Switzerland for the position of Business Developer.

Thanks to a unique business model and a unique commercial approach Hcorpo brings added value to mid and large corporate.

More than 400 clients use Hcorpo solution daily and are able to get full visibility of their hotel perimeter. They can effectively control spending and drastically reducing their costs.

### Responsibilities:

Attached to the Director of Sales you will be required to contribute to local and international deployment.

You will be responsible for the development of Hcorpo's solution for the Swiss market. You will travel regularly for business trips both within Switzerland and Internationally.

Your principle missions will include:

- Apply the sales strategy as defined by your superior director & board
- Contact and meet mid and large corporate prospects
- Present Hcorpo solution and its benefits
- Negotiate with mid and large corporate accounts
- Signed contract with mid and large corporate accounts
- Deal with local TMCs
- 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.

You are completely bilingual in English, French and German.

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](mailto:recrutement@hcorpo.com)