



Travelzoo is a trusted online publisher of travel and entertainment deals sourced by Travelzoo Deal Experts around the world. Established in 1998, Travelzoo has been publishing travel and entertainment offers for more than 20 years. Travelzoo has 25 offices in 11 countries and an audience of 28 million members globally. We research, test and evaluate travel and entertainment offers to ensure they are high value, accurate and available at the date and price advertised.

Travelzoo is seeking a **Sales Manager [Hotels]** to be based in our **Paris office**.

The Sales Manager is responsible for accelerating our growth in France and international markets as a part of our hotels sales team.

Key responsibilities:

- Develop outstanding relationships with premium hotels and hotel chains in the assigned territory, both via telephone and in person, to be sold in all Travelzoo markets
- Source, negotiate and close outstanding deals on behalf of Travelzoo's members worldwide by cold calling and direct sales
- Consultatively sell Travelzoo's portfolio of online distribution solutions (net rates, CPC, CPA and fixed fee)
- Meet or exceed quarterly sales goals, through account development and new business
- Work with colleagues in Europe and the US to ensure that opportunities are fully leveraged and the very best content is secured
- Establish strong internal relationships with key production and publishing stakeholders
- Create strategic territory plans to efficiently maximize sales opportunities
- Track the sales activity through the funnel in Salesforce
- Represent Travelzoo at external conferences and events

Your profile:

- Degree educated (or equivalent experience)
- The ideal candidate will have a proven track record of negotiating strong net rates in the hotel sector
- Experience working with a Sales CRM (i.e. Salesforce)
- Aptitude to work in a fast paced, high growth work environment
- Fluent in French and English, a third language is desirable
- A proven ability to plan, develop and execute online sales strategies for hotels
- Excellent organisational and interpersonal communication skills with emphasis on presentation, analytical and sales expertise, and negotiation techniques
- Ability to achieve results while working independently
- Knowledge of the online travel / media publishing industry would be an advantage
- Hands-on approach, team player and self-starter attitude round up your profile

We offer:

- Competitive salary
- Unique incentives such as an annual stipend to experience Travelzoo's deals and employee discounts
- Flat hierarchies and a highly motivated team
- Various development options and career opportunities
- International exchange and cooperation with colleagues around the globe
- Best working conditions and modern offices in the heart of Paris