

## Account Manager Australia Commercial Australia Ratehawk

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Company: Emerging Travel Group (Italy)

Location: Australia

Category: other-general

Build your Career in the Travel Tech industry We are looking for an experienced Account Manager for the Australian market to join our international B2B brand RateHawk , develop our business and make the travel world better together!

**Job Responsibilities**

- Actively promote our new international project;
- Expand and consolidate presence in the assigned territory;
- The area of responsibility is Australia;
- Maintain and develop our relationship with signed partners in order to increase their performance;
- Maximize and develop API deals with the potential and existing partners;
- Follow-up with existing and new partners in order to provide system training;
- Collaborate with the sales team to identify and grow opportunities within the territory;
- Product presentations & networking;
- Position the brand within the travel trade;
- Payments control;
- Provide market & competitive environment analysis;

**Key Qualifications**

Relevant experience. Ideally, 2-5 years experience in the travel industry and excellent knowledge of the country`s travel market; specialized in account 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, used to data-driven decision-making; International mindset. Ability to understand and work across a wide range of cultural contexts reflecting ETG`s global presence; Language knowledge. Fluent in English, other languages as a plus; Readiness for business trips. 20 – 30% of working time might be required for market visits.

**We Offer You**

- 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; Remote work format and a flexible timetable — we don't require you to be online 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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