

Australia Jobs Expertini®

Country Manager - Australia & New Zealand

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Company: Etraveli Group

Location: Brisbane

Category: other-general

Who we are

Etraveli Group is the globally leading company for tech solutions and fulfillment capabilities for online sales of flights. We are here to solve complexity, by connecting millions of flights and travelers across the globe, from search and selection to trip and beyond. We hold consumer online travel agency brands like Mytrip, GoToGate & Flight Network and serve exclusively Booking.com with flights. Etraveli Group has also established strategic partnerships with companies like Skyscanner, Google Flights, TUI, etc.

Every day we strive to make the world smaller for our customers and bigger for our people. Our diverse team of more than 2300 passionate professionals is what makes us the industry's tech wonder and the best in the world at what we do. Our major offices are in Sweden (HQ), Canada, Greece, India, Poland.

Position Summary

As a Country Manager, you will be responsible for leading and managing all aspects of our company's operations in Australia and New Zealand. You will play a key role in developing and executing strategic plans to ensure the company's growth, profitability, and market presence in the region.

Key responsibilities

Strategic Planning:

- Develop and implement business strategies to achieve company objectives in Australia

Conduct market analysis and identify opportunities for growth.

Collaborate with the global leadership team to align local strategies with overall company goals.

Operational Management:

Drive market-specific initiatives and collaborate with cross-functional teams to ensure execution of business strategies

Oversee day-to-day operations, ensuring efficiency and effectiveness.

Manage financial performance and budgeting for the country.

Implement and monitor key performance indicators (KPIs) to measure and improve operational performance.

Market Expansion and Local Partner Relations

Identify and pursue business development opportunities to expand the company's market share.

Establish and nurture relationships with key partners, clients, and stakeholders.

Conduct meetings with airline partners (existing or new)

Stay abreast of industry trends and competitive landscapes.

Compliance and Risk Management:

Ensure compliance with local laws, regulations, and company policies.

Identify and mitigate potential risks that could impact the company's operations.

Implement and maintain ethical business practices.

Requirements

Bachelor's or Master's degree preferably in a quantitative discipline, such as Economics and Engineering, or in Business Administration or related field

Proven experience as a Country Manager or in a similar capacity

Business acumen and strong project management skills

Self-motivated with ability to take ownership in a fast growing environment

Results-oriented with a focus on achieving business objectives

Data-driven with a 360 view thinking along with strong critical and analytical skills

Comfortable with data analysis

Strong communication & presentation skills as well as excellent command of English

Strong leadership and decision-making skills

Ability to work collaboratively with a global team

Understanding of the local market and business landscape

Industry knowledge will be considered a plus

Comfortable working in a multicultural, international environment subject to continuous changes and multiple priorities

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