

# Mexico Jobs Expertini®

## Business Development Manager Mexico

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Company: RateHawk

Location: Mexico City

Category: arts-design-entertainment-sports-and-media

RateHawk is a travel tech company that operates globally and is part of the Expedia Group. Emerging Travel brands operate several different brands since 2010, and we are a respected and trusted travel company in Europe, the United Kingdom, the Middle East, and Asia. Currently, we are expanding into the America travel market.

Our goal as a leader in the travel technology industry is to provide travel professionals with the most convenient travel products through creation, distribution, and management. We are always working to improve and expand the travel industry and make it easier for everyone. This includes making travel simpler, more profitable for professionals, and more accessible for individuals.

We are looking for **Business Development Manager Mexico** to execute successful sales strategies and cultivate enduring, mutually beneficial relationships with our Latin American customers and partners.

### What You'll Do:

Actively promote our international project in assigned territory.

Prospect, develop, and execute sales strategies to achieve targets, grow the business, and expand the presence in the territory.

Sign-up new partners and provide them with extended training of our system.

Initiate an API deals with the potential and existing partner.

Build and maintain a strong, long-lasting relationship with new and existing partners.

Follow-up with existing partners to provide system training and identify the ways to improve the cooperation.

Prepare, execute and manage the commercial deals with the partners including the execution of required document flow and technical setup.

Control of compliance with commercial conditions by partners including the payment flow.

Account management of an assigned portfolio of partners including the first level of support.

Provide market & competitive environment analysis;

Provide comprehensive reports.

## Requirements

### Who You Are:

**Relevant Experience.** 2+ years of successful experience in the full sales life cycle, with a focus on business development and account management in the travel industry.

**Market Knowledge** n-depth understanding of the country's travel market, including travel trade networks (travel agencies, tour operators).

**API** . Familiarity with API integration and technology sales & deals.

**Personal Skills.** Ambitious, proactive, results-oriented, comfortable in fast-paced environments, creative problem-solving.

**Analytical Skills** . Data-driven, tech-savvy, experience using KPIs to track success.

**International Mindset.** Adaptability to multicultural environments, reflecting our global presence.

**Be Your Own CEO** . Work independently with a high level of accountability.

**Think outside-the-box** . Develop and implement creative solutions to challenges.

**Language Proficiency** Native Spanish and Intermediate-Advanced English, additional languages are advantageous.

**Location.** Preferably located in the greater CDMX area, in line with our market strategy.

**Business trips** Up to 50% of working time may involve visiting customers, attending events, or meeting the team. Having your own car is important.

**We are highly motivated to onboard the new team member as soon as possible, so the process will include:**

- 1 . HR Interview
- 2 . Hiring Manager Interview
- 3 . Regional Director Interview
- 4 . Reference Check
- 5 . Job Offer

## **Benefits**

**We offer you:**

Freedom to work with the innovative product the way you want to.

Competitive salary with monthly and quarterly bonuses.

Ambitious and supportive team who love what they do, appreciate each other and grow together.

Flexible schedules and opportunity to work remotely.

Opportunities for self-development (incl. selective coverage of 50% of tuition fees).

Internal training programs.

Mental Health day off.

Discounts on hotels and other services.

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Generated on: 2024-05-03 by [Expertini.Com](#)