

KEY ACCOUNT MANAGER – Corporate Division

Happy Tour in **Bucharest, Romania** is looking for a **Key Account Manager** to establish, maintain and further develop relationships with existing corporate clients.

Responsibilities:

- Permanent monitoring of the competition, in order to gain a better understanding of the market;
- Develop and manage existing business partnerships, generate and negotiate new revenues with focus on performance and growth;
- Analyze and manage the clients' business travel budgets by generating reports, approval solutions, and savings strategies;
- Understand the complexity of the business and the types and needs of the existing corporate clients;
- Promote and diversify the services offered to existing clients;
- Monitor, analyze, document and participate in tenders;
- Develop and propose new strategies to develop existing corporate clients and grow the company's business;
- Constant participation in networking events: meetings, events, round tables, meetings of Chambers of Commerce, Embassies, events in the public or private economic environment, etc.

We are looking for a colleague with:

- Minimum 2 years of B2B sales experience; corporate sales experience in tourism is an asset;
- Strategic vision and results driven;
- Very good communication, negotiation and relationship building skills;

- Extensive professional network built and the ability to adapt to the environment and interlocutors;
- Excellent organizational and planning skills;
- Initiative, team spirit and ability to assume responsibility;
- Educated person, fundamentally honest and professionally mature;
- Tenacious, able to learn quickly, pragmatic, analytical mind and great attention to detail;
- Dynamic, flexible person able to prioritize his/her work, to be accountable for performance and to constantly want to progress;
- Fluent in English.

What we offer you:

- An attractive and motivating salary;
- Hybrid work schedule – work from home and from the office;
- Meal tickets;
- Health subscription;
- A Happy team and good coffee, of course 😊

Who we are:

Our story began in 1994. We have grown from year to year, and now we are a brand with a regional presence, with offices in Bucharest, Sofia and Istanbul. We are affiliated to the international network of travel management FCM, but also a unique tour operator in Romania of Disneyland Paris. We have a network of 71 own and partner agencies, and our team counts over 80 employees and continues to continuously expand.