

About the Opportunity:

Role: _____

Key Account Manager

Reporting To:
Associate Director

Level:
Assistant Manager/ Deputy Manager

Location:
Gurugram

About the Function:

The Chains team is a part of the Hotel Supply function and this team manages the overall business growth and supply of branded chain hotels headquartered outside India. This team manages key global brands such as **Accor, Oberoi, Taj, Radisson Hotel Group to name a few.**

About the Role:

This role plays a crucial role within the Domestic/Global Chains Key Accounts Team, operating within the Hotel Supply function. The Key Accounts Manager holds end-to-end responsibility for fostering growth among key chain accounts, achieved through regular interaction with chain revenue heads. This position entails sharing vital business insights and recommendations with key external stakeholders, while ensuring seamless execution of agreed-upon strategies by collaborating with internal cross-functional teams, including category, revenue, and marketing.

What will you be doing:

1. Relationship & Key Account Management:

- The role entails collaborating with partners in the portfolio and providing expertise, metrics analysis, and recommendations based on industry best practices.
- Furthermore, the role will involve traveling across various cities to meet relevant decision-makers. Additionally, the incumbent will need to spend 25% of their time in the field within the same city.

2. Portfolio Management & Driving Growth for units:

- Review monthly production reports and provide feedback to the top producing hotels.
- Plan and execute market visits.
- Conduct review meetings (virtually and in person) to discuss monthly performance.
- Train partner hotels on our extranet to enable effective usage.
- Build review reports, share market insights with the hotels, conduct comp-set analysis to drive growth for the unit.
- Ensure adequate inventory availability and price competitiveness throughout the year.

3. Negotiation Skills:

- Network, initiate deals, negotiate, and close deals with hotel partners.
- Strategize to improve hotel marketing efforts.
- Onboard hotels for Ad-tech sponsored unit campaigns and negotiating exclusive deals with hotel partners to ensure a competitive edge for MMT Group.

Qualification & Experience

- Master's degree from a reputed institute with 2 - 6 years of experience in Sales/Travel Trade/ Key Account Management/ Contracting
- Experience in handling multiple accounts as a partner is preferred
- Proficiency in MS Excel and MS Power-point

Key Success Factors for the Role

- Strong communication skills
- Team player & strategic thinking
- High on analytical and problem solving skills

About Us:

Nurtured from the seed of a single great idea - to empower the traveler - MakeMyTrip went on to pioneer India's online travel industry. Founded in the year 2000 by Deep Kalra, MakeMyTrip has since transformed how India travels. One of our most memorable moments has been to ring the bell at NASDAQ in 2010.

Post-merger with the Ibibio group in 2017, we created a stronger identity and traction for our portfolio of brands (MakeMyTrip and redBus), increasing the pace of product and technology innovations. Ranked amongst the LinkedIn Top 25 companies 2018, the company is built on the values of Customer Focus, Commitment to Results and Continuous Improvement. Intrinsically, we encourage our employees to be Curious, Creative & Caring as they deliver impactful solutions for our customers. Today as clear market leaders in India's online travel space for air ticketing, hotel reservations and bus bookings, we foster innovation to accelerate growth in these travel segments.

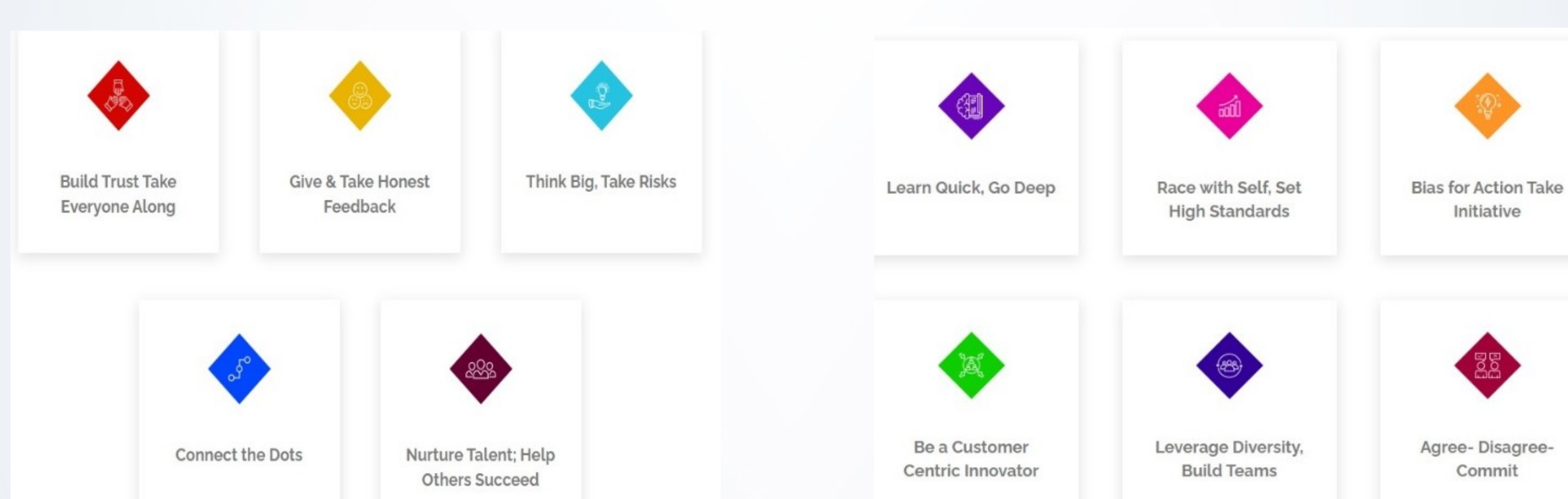
Our Core Values:

At MMT, our vision is to make travel simple and fun for all, and our core values guide us in making this possible. These core values can be seen in the projects that we undertake, and the way in which we solve problems for our customers. They are a representation of **OUR BEING & OUR DOING.**



At MMT we believe that success lies in living our values of **Being Caring, Curious and Creative** which enables us to deliver **Customer Focus, Continuous Improvement and Commitment to Results.**

Our Leadership Behaviours:



We encourage you to know more about our organization by visiting our company website - www.makemytrip.com, www.goibibo.com and www.redbus.in
Our focus has always been on delivering value to our customers and employees alike and we truly believe that **“Happy Employees Make Happy Customers”**. If fast pace work environment and learning opportunities excite you, then come and join us.