

# A CAREER WITH DIRECTION



## **POSITION: New Business Account Manager - Hospitality**

### **Company Overview**

Airangel are a growing supplier of branded Guest Internet Access into the Hotel and Corporate Hospitality markets. They are the major supplier into the MBW group of Hotels (Malmaison and Hotel du Vin brands) as well as an approved supplier into the Rezidor hotel chain who have over 300 Hotels in the EMEA region. They also provide a service to the NEC and Harrogate conference centres as well as other major Corporate firms such as the lawyers Eversheds.

The technology used is demonstrably 'Best in Breed' and the Company prides itself on its 'Ease of Use' and 'Customer Experience' as well as the Robustness of its service coupled with the lowest 'Overall Cost of Ownership'.

The company is now poised for the next phase in growth and wishes to appoint a New Business Account Manager with the capability to drive these new opportunities.

### **Candidate Profile**

- Mature 'Self starter', needing little or no guidance.
- Demonstrable understanding of 'strategic selling' into a multinational, multiple business unit environment, with specific Hotel and Conferencing knowledge a bonus,
- Demonstrable sales success in a competitive environment.
- Ability to quickly prioritise opportunities and create winning sales strategies.
- Obvious clear communication skills in both written and oral formats.
- Ability to work as part of a small team where team resources are limited..
- Good time management skills.
- Able and willing to travel on an extensive basis within the EMEA region and possibly beyond.

### **Knowledge/Skill set requirements**

- Good demonstrable technical knowledge of the general concepts of the internet, networking, data transmission (or proven ability to learn).
- Probably educated to Degree level
- Full demonstrable skills in Excel, PowerPoint, Outlook and Word.
- Knowledge and implementation of CRM an advantage.
- Understanding of web interface design an advantage

### **Location**

Airangel are based in Warrington (Cheshire) and it would be an advantage if the Candidate were to be locally based. However, the position demands extensive travelling and therefore any location will be considered where easy access to an Airport is available.

### **Remuneration**

The total package will be open to negotiation based on the experience and capability of the candidate.

### **Next step**

In the first instance, please email a copy of your CV in word or PDF format to [gemma.sponcer@airangel.com](mailto:gemma.sponcer@airangel.com) outlining the position you would like to be considered for.