

About the Opportunity:



Role: _____

Senior Business Development Manager

Level: RL2

Reporting To: Zonal Manager

Location: PAN India

About the Function

This team is part of the supply Function and this team manages supply from accommodations and hotels based across India and has about 70,000+ properties contracted on our platforms.

About the Role

The incumbent will be tasked with establishing and fostering connections with alternate accommodations or hotels. Oversee comprehensive key account management from start to finish, ensuring the sustainable performance of the region. This role necessitates travel to various properties within the portfolio, delivering expert guidance, metrics analysis and recommendations based on industry best practices to our partners / suppliers.

What will you be doing

1. Relationship and Account Management :

- Responsible for connecting and engaging with suppliers.
- End to end account management and driving sustainable performance of the region.
- Sourcing & onboarding new properties.
- The role involves traveling to different properties in the portfolio and providing expertise, metrics analysis and recommendations based on the industry's best practices to the partners.

2. Portfolio Management and Driving Growth :

Growing net revenue in the market by developing business plans to achieve revenue goals, ensuring inventory levels exceed demand throughout the market, and maintaining rate competitiveness across multiple available platforms.

3. Data Analysis and Reporting:

- Establishing and maintaining supplier relationships, training partners on our extranet and wholesale business, reviewing monthly production reports, providing feedback to top-producing hotels, and planning and executing market site visits.
- Building MIS & market intelligence reports, preparing geography wise and service wise sales plans and achieving them. Sharing insights on market and industry with the clients and internal stakeholders.

4. Negotiating:

- Networking, Deal initiating, negotiation & closing deal with the clients.
- Strategizing in order to market the property in a better way. It helps the partners to serve the needs of their customers and at the same time grow their businesses.

Qualification & Experience

- Masters degree from a reputed institute. Prior experience in sales/Travel Trade/ Key Account Management/ Contracting/B2B Sales is preferred.
- 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, Influencing skills, great interpersonal & stakeholder management skills.
- High on energy, team player coupled with a great attitude.
- Proficiency in MS Excel and MS PowerPoint is essential.

About Us:

Nurtured from the seed of a single idea 'to empower the traveller with easy & instant travel bookings providing comprehensive choices', MakeMyTrip is a pioneer in India's online travel space. Founded by Deep Kalra in the year 2000, MakeMyTrip began its journey by serving the US-India travel market with best-value products & services, powered by robust technology and round-the-clock customer support.

After successfully consolidating its position as a customer-first brand, known for its reliability and transparency, MakeMyTrip launched its India operations in 2005.

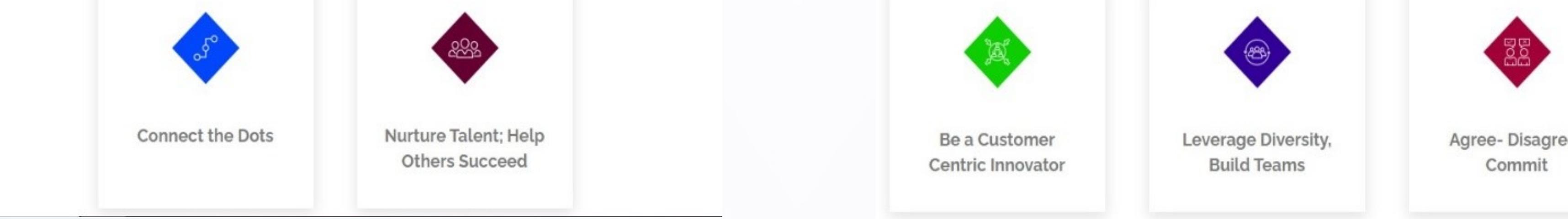
As low-cost flight carriers were introduced in India, the number of Indians opting for online travel solutions also increased rapidly. And MakeMyTrip answered the call of the hour, by bringing the convenience of booking flights, hotels, and holiday packages in just a few clicks.

Over the years, we have partnered with many leading brands from the aviation & hospitality industries, creating fruitful partner relations for business expansion opportunities. We also entered the **homestays & villas** and continue to procure increased market share in the same. With this, we also entered the ground transport space and commenced offering cab, bus & train booking services.

What makes our story even stronger is the performance of our newly launched segments, like myBiz—our comprehensive business travel suite and myPartner—an exclusive platform for travel agents. Entering the Gulf market is our latest feat, where we offer power-packed deals on flights & hotels.

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.