



JOURNAL INTERNATIONAL EXPERIENCE GmbH partners with leading premium brands worldwide to deliver a range of tailored solutions. Our services encompass high-level content marketing solutions with magazines, websites, apps, social media channels and more as well as bespoke customer benefit strategies with a combination of events, offers and privileges created and managed exclusively for our clients.

We are currently recruiting for the position of

> Lodging Sales Manager (m/f)

The role is specific to the division focused entirely on the communication channels for American Express. As a key member of the global sales team, the person will be an ambitious, high-performing and reliable sales and marketing person with a proven track record in growing revenue across international markets. The position is offered on a full-time basis and will be based at our headquarters in Munich, Germany. The duration of the contract is 24 months. Start: ASAP

Reporting directly into the International Commercial Director, the successful candidate will be at the heart of shaping the commercial strategy for one of the leading publishing houses. We therefore require a proactive team player with vigor and tenacity. The role is global and requires regular and frequent travel.

Your profile:

- A determined and pro-active sales professional with a demonstrated track record of sales success;
- Multiple years' experience of building direct partnerships with lodging brands and their agencies across the industry at the highest level;
- Proven success in managing sales operations and developing integrated solution across multiple channels;
- Strong negotiator, sharp business acumen and solid project management skills;
- Extensive knowledge and experience of creating sales collateral working alongside other departments coupled with strong attention to detail;
- Excellent written and verbal communications skills;
- Passion to work within a dynamic and challenging work environment;
- Fluency in English is essential with excellent written and verbal communications skills;

Your key tasks:

- Solicit, develop, convert, and manage new travel industry accounts and contacts;
- Intensive daily telephone schedule and regular client-facing meetings continually making new contacts within the travel industry;
- Monitor sales pipeline internationally with full responsibility of print and digital revenue streams and regular reports to the International Commercial Director and senior management;
- Design, create and execute sales and marketing action plans to fulfill sales targets;
- Maintain awareness and working knowledge of competitive landscape;
- Close collaboration with editorial, marketing, production teams and all partners in the venture;
- Frequent and unplanned travel commitments are part of the job as is participation in relevant trade shows and networking events.

» Please send your CV and covering letter, accompanied by your salary expectations and possible start date to personal@jixperience.com

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