

Do you like to travel internationally, enjoy interaction with hoteliers and like to build up new markets? Welcome to Positioner.

Who are we?

We position. On point.

Our team consists of people with different areas of expertise and talents who support hotels in their differentiated positioning in a highly competitive market. To do this, we work down to the very last detail to help a hotel brand create a meaningful and sustainable experience along the customer journey. Our strategic and data-analytical approach is paired with our understanding of design and psychology. Our engine: digitalisation! Twenty years of dedication and creativity are expressed in Swiss precision, a global network and a dash of Italianità.

Our partners?

International and unique. Our clients are hotel affiliations, luxury, boutique and design hotels. This includes renowned hotels such as Le Sirenuse, Les Trois Rois, Gstaad Palace and The Cambrian Adelboden.

For the sales department, we are looking for a

Business Developer (50-100 %)

Your areas of responsibility are:

- Developing and implementing sales strategy & plan based on company strategy
- Driving market share and revenue performance based on provided company targets
- Initiating and building up new markets and generating international leads
- Extending Positioner's network and market presence internationally
- Identifying and pursuing new business opportunities
- Maintaining and improving the CRM tool "HubSpot"
- Presenting, contributing, and reporting on sales activities
- Optimising sales processes

Your Profile

- Higher education degree in the field of business management, hospitality or sales & marketing
- Minimum 5 of working experience in hospitality sales or business development
- Knowledge in hospitality, brand management and marketing
- A high degree of self-initiative as well as an independent and result-oriented working style
- A structured, focused, precise and proactive way of working
- A winning, emphatic and convincing appearance
- The ability to think strategically and identify new business opportunities
- Strong communications skills
- Fluent in business English (C1-C2)
- Willingness to travel

Our Offer

- Work in an attractive international environment with well-known hotel brands
- In-depth insights and transfer of expertise in the areas of hotel brand development and innovation
- Strong teamwork and flat hierarchies with development opportunities in a family environment
- Home office/distance working possible
- Flexible working hours
- Fixed plus variable salary based on the defined sales targets
- 5-day week with 42.5 working hours (100 %)
- 4 weeks paid holidays and 15 public holidays per year (100 %)
- Special rates in all Swiss Deluxe Hotels (upon the availability of the hotel)

Positioner is an equal opportunity employer, committed to diversity and inclusion in the workplace. We welcome applicants of any race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other protected status.

Your Application

Are you interested? Please apply here: <https://wgwnkzqch7p.typeform.com/Business-Dev>

Applications via email will not be considered. For specific questions, please send an e-mail to talents@positioner.com