WORK AROUND THE WORLD IS HIRING A BUSINESS DEVELOPER GERMAN MARKET FOR PERMANENT UNDEFINED.

Date: 01/01/2018

**Job reference**: Dayuse-22461900

**Type of contract**: Permanent  
**Localisation**: Paris 75000, FR  
**Contract duration**: Undefined  
**Level of studies**: Bachelor's Degree  
**Years of experience**: 2-3 years

**Company description**:
Dayuse.com, a major player in the hotel revolution, democratizes the hotel during the day by transforming high-end establishments into places of conviviality and proximity to a local and nomadic clientele. By optimizing the traditional hotel offering, Dayuse.com is attracting more and more major or independent players. With a presence in 20 countries with 4,000 hotels around the world, Dayuse.com has raised € 15 million to accelerate its international expansion.

**Job description**:
Prospect, negotiate, and enroll new hotels to Dayuse.com  
Interact with hotel owners, general managers, directors of revenue and directors of sales.  
Account management, optimization, and improvement of existing hotel offers  
Negotiate and conclude local hotel groups and management companies’ contracts  
Represent Dayuse.com across your market via business trips and during international fairs  
Optimization of commercial tools (CRM, back office, extranet, statistics …)  
Competition monitoring

**Required profile**:
Native/perfectly bilingual German speaker required  
Fluent English required  
French is a strong plus  
Bachelor degree or above  
Studies ideally in international business or hospitality management  
2+ years of Sales experience: successful business development and management of quality long-term customer relationships  
Familiarity of the particularities of the German business environment  
Ability to organize and prioritize busy workloads  
Goal-oriented, agile, tenacious, and fast learner

**To apply**: [https://apply.multiposting.fr/jobs/4939/22461900](https://apply.multiposting.fr/jobs/4939/22461900)