

# Hospiria Sales Manager

## About us

Hospiria is an integrated SaaS offering for independent property managers and portfolio owners. We offer our partners the ability to maximise occupancy levels, nightly earnings and overall income efficiently without the need for additional in-house resource, by giving users an all-in-one system for managing their accommodation business.

Hospiria's mission is to help independent property managers and portfolio owners thrive in the short-term rentals market. We do this by providing a single technology to market, distribute and manage bookings as well as provide the tools for operational efficiencies for our partners. Together we deliver professional short term stays to guests all over the world.

This is an opportunity to join an exciting, technology-led business with a high energy team who work closely on delivering an excellent customer experience. You will have the chance to learn new skills, be involved in significant projects and make an impact on many different areas of the company.

We are looking for bright and ambitious people to help continue to grow the business. Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities. We celebrate leaders at every level of the business who demonstrate independence in their work while contributing to the culture and broader environment of the UnderTheDoormat team.

## About the role

The Hospiria Sales Manager will play a leading role in our national and international growth plans for our B2B SaaS product. They will focus on Hospiria sales into the B2B market with the responsibility of increasing the number of properties in our portfolio through building B2B partnerships across the property and hospitality industry.

We are looking for a genuine self-starter who has the ability, potential, and a thirst to learn and grow as the company does. The role would best suit someone who is practical and hands-on, who wants to dive in, make an impact on our businesses, and establish a career for themselves in a scale-up environment. The role would best suit somebody who already has experience in sales acquisition. Experience in selling SaaS is beneficial.

## Specialist Skill Set and Responsibilities

The Hospiria Sales Manager will lead the day-to-day sales activity to deliver partner and portfolio growth through both outbound and inbound sales activity such as:

- **Owning and building the pipeline** – Owning the new Hospiria partner sales pipeline and sourcing, developing and establishing B2B partnerships to drive leads.
- **Lead generation and conversion** – Pro-actively seeking out opportunities to generate and convert leads. Manage the partner signing process from initial discussions, software demos

and contract signing, including partner introductory meetings, pricing, preparing proposal documents and contract issuing.

- **Proactively creating growth opportunities** – Proactively seeking, researching and implementing other growth opportunities.
- **Ambassador Programme** – Managing and growing the Ambassador Programme among clients and affiliates who can earn commission by referring new partners to us.
- **Marketing integration** – Working with the Marketing Team to design and develop Hospiria marketing campaigns and associated collateral and working on coordinated campaign execution.

## General Capabilities

- **Continuous improvement** – Proactively identify improvements beneficial to our processes and be part of the delivery of any initiatives implemented
- **Customer data excellence** – Understand our data deeply, be able to report on trends and related solutions and maintain our data accurately on all our systems
- **Personal development** – Participate in any personal development and training that is identified to help you carry out your role more effectively, as well as delivering any team training within your areas of expertise as and when required
- **Values and Behaviours** – Uphold, safeguard and promote our values and behaviours at all times
- **Policies and procedures** – Have good working knowledge of our policies and procedures and ensure yourself and your team work within them at all times
- **Legal and regulatory** – Maintain records in line with current legislation, in particular GDPR, AML and Health and Safety

## What we are looking for

As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements and take the lead, not just take direction.

Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities.

You should love the idea of supporting a team while also being able to work independently. As a small business you will also have a key role to play as a team member in helping us ensure all our customers have a positive and seamless experience.

You must enjoy interacting with customers and partners, demonstrate excellent attention to detail, and be able to multi-task. You will often be the face (digitally, written, and in person) of the company and must be comfortable and confident this role.

Specifically;

- Experience in sales acquisition. SaaS is beneficial but not required

- Someone who thrives under pressure and with constantly changing dynamics
- A people person who thrives on working with others and loves building personal connections that drive growth
- Someone who is organised and detail orientated
- Someone who has strong written, verbal and interpersonal skills who's energetic and focused
- Someone who has a strong desire to expand and acquire new skills

## What we offer

- Enterprise Management Incentive (EMI) tax-advantaged share option scheme
- Discretionary bonus scheme
- Flexible and remote working options (including sabbaticals)
- 25 days holiday plus the flexibility to buy or sell 5 days
- An exciting and fast-paced environment with lots of development and growth opportunities
- Friendly team and regular socials together
- Support from a mentor on how to grow your future career
- Informal ongoing development and training on key business skills, such as project management
- Cycle to Work Scheme
- Discounts for you and your family and friends on our homes
- Rewards for introducing new customers and team members

Our business is going places and we want you to as well. If you're interested in playing a key role in our team, please get in touch at [team@underthedoormat.com](mailto:team@underthedoormat.com)