

Strategic Account Manager – Bali

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Company: Agoda

Location: Indonesia

Category: other-general

The Opportunity:

As a **Strategic Account Manager**, you will be the main contact between our accommodation partners and Agoda, with the responsibility of nurturing the relationship with our key supply partners and driving mutual growth. A key responsibility in developing our business is the ability to identify and acquire new sources of supply and product offerings within an assigned territory while maintaining existing relationships.

In this Role, you'll get to:

Develop long lasting relationships with key supply partners to enable Agoda's growth in the region

Maintain regular and meaningful engagement with Agoda's key supply partners

Analyze large datasets to propose tailor-made solutions to Agoda's supply partners

Leverage analytical and problem-solving skills to identify new opportunities to grow Agoda's business

Train and inform clients of both new and existing technologies, tools, and models

Prepare materials to aid in growing our business during partner meetings

Respond to partners requests in a timely and effective manner

Gain buy-in from relevant stakeholders to execute strategies and help launch promotional campaigns to enhance productivity and maintain Agoda's competitiveness

Leverage product offerings to match market demands to maximize our ability to convert passive customers into active ones

Deliver on country KPIs, growth targets and country strategic initiatives

Support the Area Manager in preparing country reporting for senior stakeholders

What you'll Need to Succeed:

Bachelor's degree

Minimum 3 – 5 years of experience in business development and/or account management

Strong interpersonal skills & ability to influence both external / internal stakeholders

Experience in internet/e-commerce preferred

Strong analytical and problem-solving skills

Team player with a professional “get it done” attitude and work ethic

Proven success in acquiring, building & maintaining long term customer relationships

Adapts well to change and able to work in a fast-paced environment.

Ability to create new, innovative ideas

Strong Proficiency in **English**

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1. **Strategic Account Manager – Bali Teacherjobsnearme Jobs Indonesia**

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2. **Strategic Account Manager – Bali EcuadorjobsJobs IndonesiaEcuadorjobs** ↗

3. **Strategic Account Manager – Bali Softwareengineeringjobs Jobs Indonesia**
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