

Job Profile

Job Title	Commercial Manager	Job Family	<i>Purchasing & Commercial</i>
Entity	MPYT	Location	Dubai
Corporate Level		Reporting line	CCO
Job Purpose Overview	To manage relationships with suppliers in order build, maintain and develop commercial opportunities within a defined territory. You will be responsible for ensuring that the company holds a diverse and attractive portfolio to maximize sales and profit.		
Key Responsibilities	<p>Market Intelligence</p> <ul style="list-style-type: none"> Identifying market trends that will assist our strategy in maximising sales Flight analysis Daily analysis of competitor pricing maintain a competitive product. <p>Product analysis</p> <ul style="list-style-type: none"> Identify new products to diversify our product range; undertaking revenue/yield management and ensuring that pricing remains competitive Make sure product descriptions and images are accurate and attractive Agree special offers and late availability <p>Purchasing</p> <ul style="list-style-type: none"> Plan negotiate and agree contract terms with partners, ensuring all accommodation contracts are in place and up to date. Working with suppliers on negotiation and commercial agreements with hotels where we have financial investment Plan and implement buying strategies Identify and develop new markets and destinations 		
Skills & Abilities	<ul style="list-style-type: none"> Experience of analysing reporting and acting on data Strong numerical and analytical skills Experience of developing and maintaining strong partner relationships Project management delivery and commercial acumen Innovation delivery Ability to prioritise workload and work towards deadlines and targets A methodical work ethic with high attention to detail Computer literate with good excel skills Good communication skills. (A second language is desirable). In-depth knowledge of the travel industry 		
Qualifications	<ul style="list-style-type: none"> A strong academical background at graduate level is desirable 		
Knowledge & Experience	<ul style="list-style-type: none"> Strong catalogue of industry contacts Understanding of API and XML activity Minimum 2 years in similar role 		
Work Placement	<ul style="list-style-type: none"> Office based with frequent travel 		