No one else gives you so much Switzerland.

We are a specialist inbound tour operator, ensuring simple and comprehensive access to Switzerland as a holiday destination. Our teams in Zurich, London, Stuttgart and Hong Kong offer an extensive product range to tour-operators, travel agencies and direct customers worldwide.

We are currently looking for a committed individual to join our Hong Kong team as:

Business Development Manager, Asia 100%

Key Source Markets

- Great China, Singapore, Philippines, Malaysia
- other assigned Asian markets

Your role:

- Create and execute BD strategies to meet revenue and growth targets
- Represent the company at trade fairs, conferences and industry networking events
- Track market trends, competitors and customer insights; provide recommendations to management
- Prepare sales forecasts, regular performance reports and maintain CRM records
- Manager and support sales representatives and work closely with marketing, product and operations teams to align local activities with regional goals

Your Qualifications:

- Bachelor's degree in business, Tourism, Communications or related disciplines
- Minimum 5 years sales / business development experience in tourism
- Proven track record hitting sales targets and developing new markets; existing travel industry network in key source markets is preferred
- Strong negotiation, relationship building and market analysis skills
- Proficient in CRM and Microsoft Office
- Fluent written & spoken English and Chinese. Additional Asian languages are a bonus
- Knowledge of Switzerland as a tourism destination is advantageous
- Based in Hong Kong; regular travel within Asia will be required.

Our offer to you:

- A comprehensive insight about Swiss tourism
- A flexible and fun working environment in an international team across
- A modern office in a central location and possibility to partially work from home
- Medical insurance coverage

Interested?

Please send your meaningful application documents with reference "Business Development Manager, Asia" by e-mail to ling.gao@stc.ch.

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switzerland travel centre