

Cluster Growth Head (Business Development)

[Apply Now](#)

Company: Treebo Hotels

Location: Panjim

Category: other-general

*Please note this is an individual contributor role. Location- Goa

Roles & Responsibilities:

- Responsible for strategizing, launching and scaling up supply of hotels in assigned regions and cities there in.
- Close end to end franchisee deals with hotel partners starting from building funnel, to reaching out relevant stakeholders at property and closing final deals at competitive commercials
- Developing market entry strategy, planning property launch across cities in the cluster
- Possessing acumen to identify areas of good demand in the region and develop supply which is relevant for growth
- Complete responsibility & ownership of the launch targets for the cluster.
- Brand building by creating and executing local marketing strategies to encourage user adoption and penetration of brand.

What are we looking for?

- Understands Commercial Real Estate business well and have prior experience in deal closures at hospitality consulting organizations or real estate companies
- Excellent interpersonal and relationship building skills
- Preferably 2-5 yrs of experience in the relevant industry.
- Good Presentation and communication skills
- Strong excel/g-sheets and number crunching skills to handle number driven negotiations
- Proven negotiation skills with a track record to seek, create, negotiate and close a deal
- Data driven approach to pitching and supply building
- Energetic and self-starter, agile and flexible
- Comfortable working hands-on in a fast-paced start-up environment
- Comfortable to travel extensively to any region across the country extensively

[Apply Now](#)

Cross References and Citations:

1. Cluster Growth Head (Business Development) CustomerservicejobsJobs Panjim Customerservicejobs ↗
2. Cluster Growth Head (Business Development) Phoenixjobs Jobs Panjim Phoenixjobs ↗
3. Cluster Growth Head (Business Development) ContractjobsJobs Panjim Contractjobs ↗
4. Cluster Growth Head (Business Development) Mexicojobs Jobs Panjim Mexicojobs ↗
5. Cluster Growth Head (Business Development) Governmentjobsnearme Jobs Panjim Governmentjobsnearme ↗
6. Cluster Growth Head (Business Development) DallasjobsJobs Panjim Dallasjobs ↗
7. Cluster Growth Head (Business Development) Usajobscareer Jobs Panjim Usajobscareer ↗
8. Cluster Growth Head (Business Development) CraigsjobsJobs Panjim Craigsjobs ↗
9. Cluster Growth Head (Business Development) Minejobs Jobs Panjim Minejobs ↗
10. Cluster Growth Head (Business Development)Irelandjobs Jobs Panjim Irelandjobs ↗
11. Cluster Growth Head (Business Development)Teachingassistantjobs Jobs Panjim Teachingassistantjobs ↗
12. Cluster Growth Head (Business Development)Jakartajobs Jobs Panjim Jakartajobs ↗
13. Cluster Growth Head (Business Development)Sapjobs Jobs Panjim Sapjobs ↗
14. Cluster Growth Head (Business Development)Kazakhstanjobs Jobs Panjim Kazakhstanjobs ↗
15. Cluster Growth Head (Business Development)Egyptjobs Jobs Panjim Egyptjobs ↗
16. Cluster Growth Head (Business Development)Birminghamjobs Jobs Panjim Birminghamjobs ↗
17. Cluster Growth Head (Business Development)BeauticianjobsJobs Panjim Beauticianjobs ↗
18. Cluster Growth Head (Business Development)FindurgentjobsJobs Panjim Findurgentjobs ↗
19. Cluster growth head (business development) Jobs Panjim ↗
20. AMP Version of Cluster growth head (business development) ↗

21. Cluster growth head (business development) Panjim Jobs ↗
22. Cluster growth head (business development) Jobs Panjim ↗
23. Cluster growth head (business development) Job Search ↗
24. Cluster growth head (business development) Search ↗
25. Cluster growth head (business development) Find Jobs ↗

Source: <https://in.expertini.com/jobs/job/cluster-growth-head-business-development--panjim-treebo-hotels-97ea479e86/>

Generated on: 2024-05-05 by Expertini.Com