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| **Job Title** | Business Development Associate | |
| **Location** | Athens, GR | |
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**About the Company:**

At TravelStaytion we are refining the vacation rental industry. Our mission is to transform properties into five-star vacation home rentals, elevating serviced stays for the discerning traveler while offering at the same time game changing technology. We represent and work together with a curated selection of 95,000+ properties in over 750 destinations across the globe delivering exceptional travel experiences to property owners and their guests.

With our HQ in London, and offices in Athens, Greece, and with more than 12 years of continuous operation, we are proud to be an equal opportunity workplace that seeks to recruit, develop, and retain the most talented people from a variety of backgrounds, perspectives, and skills. We offer a work experience unlike any other, creating opportunities for training, development, recognition and most importantly, a place where you can really pursue your passions in a fast-moving environment.

**Job Description**

We are looking for a passionate professional, who is going to take our unique model, and grow our footprint rapidly across Greece, and share in our success, from our offices in Athens Greece (Kolonaki district). The Business Development Associate must be an energetic and ambitious individual that leads TravelStaytion Business Development efforts, and achieves monthly, quarterly, and yearly goals regarding the acquisition of new agreements. Driving the commercial performance of the group forward, the Business Development Associate is responsible to source new clients in all destinations in Greece, according to clear targets.

**LOCATION**

Athens, Greece

**REPORTING LINE:**

Business Development Assistant reports to Business Development Manager

**DUTIES AND RESPONSIBILITIES**

* Conducts research to identify potential new clients, including property management companies, property owners, property developers, and real estate asset managers to increase the number of companies using TravelStaytion leading services.
* Contacts property owners and managers using phone and email, and occasionally face-to-face to gauge interest and plan meetings.
* Assists negotiation with clients for reaching an agreement till contract signing - managing discussions from discovery call till client onboarding.
* Manages inbound expressions of interest from potential clients
* Achieves monthly, quarterly, and yearly lead generation goals and clear KPIs.
* Collaborates with all departments of the company to increase performance and achieve monthly targets.
* Represents TravelStaytion at networking events, travel trade conferences and events as required.
* Conducts researches to support business decisions and company development.
* Supports continuous improvement of the company's day-to-day business operations.

**REQUIREMENTS – SKILL, ABILITIES, AND KNOWLEDGE**

* Tenacity and passion for lead generation and conversion
* Multi-tasking and strong time management skills
* Excellent verbal, written and interpersonal skills in English and in Greek
* Strong will to achieve results with minimal supervision
* Professional in all forms of communications such as email, phone calls and texts
* Highly responsive and reliable with strong attention to detail
* Energetic and responsive - you must be able to work in a fast-paced environment
* A positive brand ambassador