



**JOIN  
OUR  
TEAM!**

## **BUSINESS DEVELOPMENT SPECIALIST**

Enorme Hotels & Villas is seeking a professional who will be responsible for the Business Development of the villa portfolio, managed in collaboration with Travelstaytion. The role involves key responsibilities aimed at expanding and growing the villa business.

### **Responsibilities:**

- Conducts research to identify new market opportunities and potential new partnerships with property management companies, property owner individuals, property developers, and real estate asset managers to grow our market share in Crete.
- Identify and research potential clients for new business opportunities
- Leads the maintenance and continuous update of the lead generation database
- Contacts property owners and managers using phone and/or email, and executes face-to-face meetings with potential clients
- Develop processes and policies that align with the company's overall business objectives
- Establish and manage strategic partnerships to foster sales growth
- Create presentations for potential clients and keep the internal team informed via Hubspot & weekly appointments
- Build and maintain long-term relationships with clients and key stakeholders
- Review and submitting the signed sales contracts
- Collaborate with the sales team to develop competitive and mutually beneficial proposals
- Lead contract negotiations with clients and ensure clear communication with stakeholders
- Analyze customer feedback and competitor data to gather actionable insights
- Conduct continuous market research to keep the companies ahead of industry trends
- Work with the operating team to develop competitive services
- Prepares sales reports, and conducts presentations to Business Development Teams and/or Intra-company
- Achieves monthly, quarterly, and yearly sales goals and clear KPIs

### **Requirements:**

- Experience in B2B sales will be considered as a plus (ideally in a Real Estate Agent, Travel Agent, Travel Software Technology, or in a Saas company)
- Familiar with CRM software - Knowledge of HubSpot would be helpful
- Tenacity and passion for lead generation and conversion
- Previous experience in sales operations
- 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 communication such as email, phone calls and texts
- Energetic and responsive - you must be able to work in a fast-paced environment
- A positive brand ambassador

### **Benefits:**

- Competitive remuneration package
- Professional and collaborative working environment
- Company-provided car
- Training
- Sales performance bonus