

Byte

<https://www.byte.eco/job/24002/>

Senior Product Manager Partners

Description

Explore a new world of possibilities: At HomeToGo, weâ??re on a mission to make incredible accommodation easily accessible for everyone. Our team is united by a passion for travel, driven by innovation and impact, and guided by open-minded leaders at every level. Our commitment to recognizing and empowering exceptional talent is the foundation of our growth. We are actively hiring candidates from all around the world, including sponsoring visas for Germany. An amazing journey of opportunity with an international team lies ahead – join us! Your future contribution: As a Senior Product Manager focusing on Supplier/Partner Integration, you will play a pivotal role in establishing and nurturing relationships with key suppliers and partners. You will be responsible for driving strategic alliances that enhance our product offerings and accelerate our growth. Your expertise in product management and your ability to collaborate cross-functionally will be instrumental in shaping our product roadmap and delivering value to our customers. How youâ??ll add value: Enhance the appeal of our properties to boost revenue per property by increasing quality Develop and execute strategies to optimize supplier/partner relationships and drive innovation in product development. Collaborate with internal teams to align supplier/partner capabilities with our product roadmap and business objectives. Lead negotiations and contract discussions with suppliers and partners to ensure favorable terms and mutually beneficial agreements. Evaluate market trends and competitive landscape to identify strategic initiatives. Drive cross-functional collaboration to integrate supplier/partner capabilities seamlessly into our product offerings. Utilize a data-driven approach to gather insights, identify market opportunities, and measure the impact of supplier/partner integration on product performance. Apply agile product management methodologies to iteratively develop and enhance our product portfolio in collaboration with suppliers and partners. Youâ??ll be successful in this role if you: Have 5 years of experience in product management, revenue management, or related roles within the travel industry Demonstrate a proven track record of successfully driving revenue growth and implementing innovative strategies to optimize property performance. Exhibit strong analytical skills with proficiency in data analysis and interpretation. Possess excellent communication and interpersonal skills, with the ability to collaborate effectively with cross-functional teams. Think strategically with a customer-centric mindset and a passion for delivering exceptional guest experiences. Note: We operate a rolling recruitment approach – no deadlines, just opportunities. Should the volume of applications become too high, we might briefly remove this posting to provide our hiring team the space for thorough and unbiased review. The role will be made available again if we decide weâ??re still looking for the right fit. Why HomeToGo? Your journey with HomeToGo is a two way street – weâ??ve got you covered! We offer a diverse variety of benefits to enable your career development and make HomeToGo a great place to work, including: The essentials: Competitive compensation package, full IT support & equipment, corporate benefits, modern offices, paid vacation days a year (+ one additional day per year of employment until 32) Career growth: 360Â° feedback, open feedback culture, buddy and mentorship programs from an international team of passionate industry experts Personal development: German & Lithuanian language courses, internal and external workshops & trainings, company & team events Startup spirit: Driven by our Leadership Principles: We are fast, nimble, and results-driven – embodying a startup mentality even as a global, public company. We encourage ownership and enable each other to succeed Flexible work approach: Office-led and remote friendly approach; employees are offered remote work flexibility for up to 50% of the

Hiring organization

HomeToGo

Job Location

Vilnius, Vilnius, Lithuania

Base Salary

\$ 100000 - \$ 155000

Date posted

June 12, 2024

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year, including work from abroad benefits Climate action: Committed to being a pioneer in green travel: Weâve achieved an industry-leading âLow Riskâ ESG Rating (16), awarded by Morningstar Sustainalytics, and are a proud member of Leaders for Climate Action. And so much moreâ! Please mention the word **RAPPORT** and tag RMTguMjM3LjIwNC4xMTE= when applying to show you read the job post completely (#RMTguMjM3LjIwNC4xMTE=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)