



MIKI TRAVEL

Miki Travel – Country Manager

Station: Taipei

Job Description:

1. To perform regional sales human resource objective by recruiting, orienting, training, coaching, and disciplining employees;
2. Manage staff by communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions;
3. To achieves regional sales operational objectives. Providing regional sales information and recommendations to strategic plans and reviews to headquarter;
4. Preparing and completing action and customer-service standards; resolving problems; completing audits; identifying trends; determining regional sales system improvements; implementing change;
5. Meets regional sales financial objectives by forecasting cost requirements; preparing an annual budget, reviewing office budget from time to time;
6. Maintains and expands customer database. Identify potential new customers and maintain good sales relationship with existing customers;
7. Accomplishes sales and organization mission by completing related results as needed.

Requirements:

- Bachelor degree holder;
- At least 7-10 years experiences in travel or hotel industry. B2B experiences will be added advantage;
- Aggressive personality, Good presentation skills, Performance management, Good in negotiation skill, Results driven, Sales planning, Managing, Cost Planning;
- Preferable candidate who had knowledge for Europe country;
- Possess higher management experience, have a strong leadership background;
- Problem solving and analytical thinking ability, must know how to handle problems and resolved quickly and efficiently. Great communication skills;
- Experience in developing and implementing business plan and goals.
- Excellent command in spoken English is a must.

Remarks

We offer attractive remuneration package to the right candidate. Interested parties please submit your resume with CURRENT & EXPECTED salary and DATE AVAILABLE to: recruit.hkg@group-miki.com (please indicate the job position you are applying for in the subject of the email).