



## ***Graduate Account Executive - location***

### **Description**

We offer an exciting two-year Graduate Programme specialising in account management. The programme is characterised by a clear structure which helps you to develop within a set timeframe, and is underpinned by robust on-the-job as well as online and classroom training. You will have the opportunity to hone your business and commercial skills, build sustainable relationships in and outside the company and learn how to make an impact in a highly adaptive, fast-changing environment.

The Graduate Programme consists of 4 rotations within the Partner Services department, aiming to give you a full feel for our business and allowing you to quickly learn, network and contribute. You'll start as an Account Executive, mastering the Booking.com model, partner support processes and products. Typically, you will have the opportunity to move into an Account Manager role within the first 6 to 12 months. As an Account Manager you will take ownership of a portfolio of partners you will help grow through the Booking.com platform, advising them on topics such as supply, availability and pricing.

### **Your qualifications**

For our next generation of talent starting in September 2017, we are looking for ambitious graduates from Tourism/Hospitality, International Business/ Management and similar degree programs who would like to kick-start their career in an environment that offers plenty of challenges and at the same time, actively supports your development.

The Booking.com Group is a group of global companies that thrive on teamwork across international offices and we are looking for candidates who match that collaborative, international mindset. You should be excited at the prospect of spending part of your career abroad.

What else do you need?

- Between 1-3 years maximum work experience
- An eagerness to learn and an ability to adopt and apply different types of information quickly
- A communication style that builds bridges and establishes relationships
- An appetite to constructively challenge

- Analytical skills and a solution-oriented approach
- Fluency in <local language> as well as English
- A valid work permit for <country>
- A driver's licence (or getting one within the next 6 months)

## **What we offer**

Additional to a competitive salary and bonus package, you can count on the following rewards:

- Great opportunities for training and personal development
- Regular travel
- Monthly company parties
- Daily free lunch or a lunch allowance (depends on the office)
- Daily fresh fruit and warm and cold drinks
- A light, central office with modern facilities and a positive vibe

Further local benefits may apply.

## **Application process**

Our process consists of 4 steps. Once you have decided you would like to apply, you will start an online application which includes a <x> test. Upon submitting your application we will contact you (please allow up to 2 weeks for us to get back to you). If you have successfully passed the online application stage you will have a 30-minute call with a recruiter who will ask you some questions to determine your fit with the role and company. This step is followed by a local selection day (starting in July 2017) and finally, an interview with a senior business leader.

## **About Booking.com**

Booking.com prides itself on an open culture that embraces diversity and individuality, celebrates success and encourages teamwork. The Booking.com Group employs 15.000+ travel fanatics who are spread out across 199+ offices, working as one to fulfill the Booking.com mission to “empower people to experience the world”. Ideas, collaboration, experimentation and innovation determine the pace of Booking.com’s success and everyone is encouraged to think, challenge and contribute from day one.