

Market Associate

The Market Associate's primary responsibility is to ensure that Expedia Group's hotel and property product in their assigned market is competitive, attractive and relevant for our fast-growing global customer base.

In doing so, Market Associates will also continuously work with Expedia Group's hotel and property partners to help them improve the marketing and distribution potential from their participation in the Expedia Group marketplace.

This role is the foundation on which the Market Management team is based. The team ensure that the Expedia Group brands' global customers always find the most suitable property for their dream trip wherever they want to go, and that our hotel partners can effectively, efficiently and throughout the year, reach Expedia Group's full breadth of global traveler demand.

What you'll do

By providing and analysing data specific to their market, Market Associates will work closely with hotel partners to:

- Optimize content, rate and availability competitiveness on the Expedia group sites to increase customer conversion
- Secure additional lodging rates and availability information over high demand and compression periods to satisfy customers' pressing needs
- Secure promotional offers to support the brands' merchandising and marketing efforts
- Educate hotel partners on the self-service features available on Expedia Partner Central
- Support Expedia Group's business development efforts through smooth onboarding of new hotel partners
- Re-establish relationships with dormant hotel partners
- Support demand generation
- Support research to identify properties not currently listed on the Expedia Group marketplace

Who you are

- Bachelor's Degree; or equivalent
- 0-2 years of experience
- Drive for results
- High impact personality: intellectual agility, entrepreneurship, empathy in relationship, great teammate
- Hungry, determined, motivated, willing to take action and results-focused
- Organization and time management skills, rigor, attention to details
- Proven follow-up/persistence when facing challenging situations
- Ability to multi-task effectively and be able to change gears quickly without skipping a beat

Relationship Management

- Relationship builder; earns the confidence of others;
- Bridges and sustains solid partnerships based on mutual support through a collaborative style

Solution Alignment

- Demonstrate ability to work based on a variety targets, goals and/or strategic objectives set by LPS leadership team

- Appetite for innovative technology, fast-changing business environment, data driven decision making

Written & Spoken Communication, Listening and Influencing skills:

- Proficiency in English and German.
- Presents ideas and directives clearly and persuasively; actively listens when spoken/presented to
- Ability to effectively communicate to various levels and through a variety of communication channels

Build & Maintain Teams

- Able to work independently as well as be a strong team worker, ensuring the whole team wins

Why join us

Expedia Group recognizes our success is dependent on the success of our people. We are the world's travel platform, made up of the most knowledgeable, passionate, and creative people in our business. Our brands recognize the power of travel to break down barriers and make people's lives better – that responsibility inspires us to be the place where exceptional people want to do their best work, and to provide them the tools to do so.

Whether you're applying to work in engineering or customer support, marketing or lodging supply, at Expedia Group we act as one team, working towards a common goal; to bring the world within reach. We relentlessly strive for better, but not at the cost of the customer. We act with humility and optimism, respecting ideas big and small. We value diversity and voices of all volumes. We are a global organization but keep our feet on the ground so we can act fast and stay simple. Our teams also have the chance to give back on a local level and make a difference through our corporate social responsibility program, Expedia Cares.

If you have a hunger to make a difference with one of the most loved consumer brands in the world and to work in the dynamic travel industry, this is the job for you.

Our family of travel brands includes: Brand Expedia®, Hotels.com®, Expedia® Partner Solutions, Egencia®, trivago®, HomeAway®, Orbitz®, Travelocity®, Wotif®, lastminute.com.au®, ebookers®, CheapTickets®, Hotwire®, Classic Vacations®, Expedia® Media Solutions, CarRentals.com™, Expedia Local Expert®, Expedia® CruiseShipCenters®, SilverRail Technologies, Inc., ALICE and Trivago®.

Diversity statement

Expedia Group is committed to creating an inclusive work environment with a diverse workforce. All qualified applicants will receive consideration for employment without regard to race, religion, gender, sexual orientation, national origin, disability or age.

To learn more about Lodging Partner Services and to apply please visit:

<https://lifeatexpedia.com/lodging-partner-services>