

# Job Title: Intern Strategic Procurement Consulting Italy (m/f/d)

## HRS AS A COMPANY

HRS is reinventing the way businesses and governments work, stay and pay in today's dynamic global marketplace. HRS' advanced platform technology is extending its reach beyond hospitality to meetings, office space management, payment efficiency and crisis recovery.

Beyond cost savings in the global post-pandemic economy, HRS clients gain from an unrivaled focus on essential aspects including safety, security and satisfaction.

HRS is also recognized for its award-winning Green Stay Initiative, technology that helps corporate hotel programs achieve their NetZero targets, and its groundbreaking Crew & Passengers Solution, which leverages automation to elevate experiences for air and rail operations.

Founded in 1972, HRS works with 35 percent of the global Fortune 500, as well as the world's leading hotel chains, regional hospitality groups and payment providers.

## POSITION

We are looking for fresh graduates to gain first real business experience, combining consultancy, procurement and project management. Join us for a 3 month internship in which you will support and manage strategic consulting projects for our global corporate customers and help our global clients optimize their global hotel spend. Get your first insights into the role of a strategic consultant and assist managing global hotel procurement projects from benchmarking analytics to strategy development to negotiation and implementation of hotel programs for our clients!

## CHALLENGE

- Support multiple strategic projects for global corporate clients on hotel procurement
- Conduct analyses and derive insights from client data and extensive HRS global benchmark data to identify hotel spend optimization potential
- Consult HRS corporate clients and derive a procurement strategy to generate savings and ensure traveller satisfaction
- Manage and drive the procurement projects with the client and its team members as well as consultant peers across the world
- Conduct hotel price negotiations for key suppliers and manage negotiations together with our hotel colleagues to ensure best savings for our clients
- Present recommendations to clients with a management storyline and convince stakeholders of recommendations

## FOR THIS EXCITING MISSION YOU ARE EQUIPPED WITH...

- Passionate about strategic thinking and working in a results-oriented environment
- Confident in dealing with customers in presentations and workshop
- Flexibility to adapt to a fast-paced, challenging but rewarding job
- Ability to think 'outside the box' and find solutions to seemingly complex problems
- Very good university degree (e.g., in Business Management or similar)
- Very good project management skills
- Excellent analytical skills and ability to derive insights from big data
- Excellent MS Office skills, esp. Microsoft Excel and Power Point
- Excellent communication skills orally and in written and skilled in leading and collaborating with interdisciplinary and international teams
- Excellent team building skills, ability to work well in a team and inspiring others to achieve result that exceed what was believed to be possible.
- Fluency in English and Italian spoken and written (other European languages are a plus)

## PERSPECTIVE

Access to a global network of a globally united and mutually responsible "Tribe of Intrapreneurs" that is passionately dedicated to renew the travel industry and while doing so reinvent the ways how businesses stay, work and pay.

Our entrepreneurial driven environment of full ownership and execution focus offers you the playground to contribute to a greater mission, while growing personally and professionally throughout this unique journey. You will continuously learn from a radical culture of retrospectives and continuous improvement and actively contribute to making business life better, smarter and more sustainable.

### **LOCATION, MOBILITY, INCENTIVE**

The attractive remuneration is in line with the market and, in addition to a fixed monthly salary, all necessary work equipment and mobility, will also include an annual or multi-year bonus.