



## Sales Performance Manager Germany F/H

330 Rue Pascal Duverger, 13090 Aix-en-Provence, France

Full-time

Contract type: Permanent - CDI

Department: Sales

### Company Description

#### About Voyage Privé

Established as an entrepreneurial venture in France in 2006, Voyage Privé has since evolved into the foremost leader in flash online travel sales across Europe. As the first independent E-Tourism group on the continent, we take immense pride in our achievements and our dedication to our mission.

Every day, we are fueled by a singular purpose – to empower our 56 million members to embark on unforgettable journeys by presenting them with exclusive getaways at irresistibly attractive prices. Operating across nine distinct markets, we are committed to extending our reach and influence even further.

At the core of our success lies our exceptional team, composed of entrepreneurs at heart and steadfast team players. We embody ambition, courage, passion, and a relentless pursuit of excellence. Together, we collaborate seamlessly to foster the continued triumph of Voyage Privé.

Since 2021, our organisation has been driven by a profound mission: to believe in the potential for transformative change and to ignite the realm of possibilities. In pursuit of this, we have established a unique campus that brings together Voyage Privé employees, elite athletes from Provence Rugby, educators from the Ecole des XV, adults with disabilities from "Nos pierres précieuses," and artists from the Dalida Institute. By uniting these diverse worlds, we bridge gaps and engage in mutual learning every day.

### Job Description

**We recruit a Sales Performance Manager for our German and Switzerland Markets !**

#### Key responsibilities :

The role of Performance Manager belongs to the Sales Team and reports directly to the country manager. Your main missions will be to:

- Closely follow the business performance for your market. Investigate in detail product and destinations where performance is above or below expectations.
- You will be the main point of contact with the buyers in the supply team and content teams to ensure a careful, rigorous, and relevant selection of live offers.
- You will be in charge of making sure the marketing team has key market information and the right products to push.
- You will need to understand the market inside-out by studying market trends and analysing purchasing behaviour (trending destinations, price point, transport, demographics, key travel windows, etc.) for each of your portfolio destination.

Your objectives will be to:

- Improve the products' conversion rate thanks to a clear, comprehensive, and rigorous action plan (relevant selection of products to publish, deep dive of top and flop performing products, rigorous follow up on technical errors, lifecycle

and merchandising management of our top selling products, close follow up on stocks)

- Closely monitor of our website's KPIs vs the rest of the market using analytics services and suggest clear action plans to maximise revenue and member's engagement.
- Keep a constant eye on competitor's websites and strategy, and regularly submit competition overview recaps to internal stakeholders.
- Ensure we are offering high-quality airlines content (flights) and maximise transport revenue. You will be in charge of closely following business performance and technical errors occurring on the website in order to optimise what we are offering to our members.
- Coordinate, analyse and monitor the performance of events launched on the website (VP campaigns or partnerships)

## Qualifications

### Our ideal candidate possesses...

- Very good analytical skills and are able to put together clear and actionable plans. You are comfortable communicating with various internal and external contacts and can establish genuine partnerships.
- Good time management and organisational skills, including good tracking/follow up skills, while being comfortable with last minute changes.
- Reliable, autonomous, problem solver, curious and creative.
- You like a challenge and change and are enthusiastic and committed in all circumstances. You are striving to meet and exceed set objectives.
- Great communication skills. You are confident and approachable. Trust-based relationships created with internal customers are the key to success for you.
- A previous experience working for an OTA would be a plus.
- High computer literacy, and an acute awareness of the latest digital trend.
- The ideal candidate is reliable, autonomous, a real problem solver creative and ready to go above and beyond to exceed expectations. You need to be comfortable with working under pressure in a fast-paced environment with frequent changes.
- A perfect written and spoken English.
- **Speaking and writing German fluently is an important asset to understand German customers**

## Additional Information

### What we offer

- At Voyage Privé, the spirit of entrepreneurial adventure becomes a reality. Here, you'll engage in ambitious and rewarding projects, all while becoming part of an organisation dedicated to the professional development of its teams ;
- Located in the scenic and culturally rich South of France, our modern, digitally advanced, and eco-conscious campus offers an exceptional environment for work and growth ;
- We understand the importance of work-life balance. To support this, we offer the flexibility of up to two days of remote work per week, which can be accumulated to a maximum of one full week up to four times a year ;
- Rediscover purpose in your work and immerse yourself in a unique ecosystem that forges connections between typically distinct worlds: economics, sports, academia, social initiatives, and active involvement in our Vision projects (Ecole des XV - Provence Rugby - VP Green- Les Tremplins - Chez Pierre) ;
- Bid farewell to membership fees as you gain access to our expansive gym facilities conveniently located on our campus, available for use before, after work, or during lunch breaks. Additionally, you can enjoy exclusive access to our Padel court, reserved solely for Voyage Privé employees ;
- Engage with the vibrant pulse of Voyage Privé through various events (Company Breaks, Carnival, and Annual Convention), participation in meet-ups and thought-provoking talks, and complimentary tickets to every Provence Rugby home match ;
- And if wanderlust beckons, take advantage of our offers with an exclusive discount of up to 20% off our already irresistible prices.

## Job Location



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