**JOB DESCRIPTION**

**About Us**

Being an upcoming player in the Indian Travel landscape, Holiday Hops is a travel agency, which strives to make your holiday experience more personalized, hassle free and smooth at each and every step of your journey. Dealing in both B2C and B2B space helps widen the horizon of the company thereby targeting a larger customer base.

In the B2B space, we sell customized packages to other agents/ travel agencies at wholesale rates, whereas, in B2C space, we sell customized packages to retail customers including group travels, honeymoon, business travels. The packages provided are for domestic as well as international locations.

Founded by IIM and XLRI alums, Holiday Hops is headquartered in Gurgaon and has its call center in Chandigarh. Apart from the ready to book packages on our website, our travel experts at our call center customize holiday packages for customers as per their specific requirements.

With the core aim of bringing “personalization” back to holidays, a dedicated team of 68 travel-experts works tirelessly to bring in the best deals and best possible customizations to the customers. Despite the presence of giants like MakemyTrip and ThomasCook, Holiday Hops has been growing tremendously over the past few months and provides a very dynamic and challenging environment for the budding talent to explore their capabilities.

**Job Title – Business Development Executive**

**Key Responsibilities:**

For B2C:

* Leveraging your network of known and unknown people (friends, family, colleagues, acquaintances etc) and developing travel business out of the same
* Pitching to these people about the packages offered at Holiday Hops and also informing them about the option of customizing travel packages
* Provisioning of these leads to Holiday Hops

For B2B:

* Identifying different travel agencies and travel agents
* Pitching to different travel agencies and travel agents about the various packages and the extent of personalization being provided at Holiday Hops
* Convincing these travel agencies and agents to register with Holiday Hops thereby increasing potential customer base

**Skills Required:**

Functional Skills

* Strong networking skills – utilizing online and offline mediums
* Ability to perform sales
* Knowledge about Indian Travel Industry

Behavioral Skills

* Negotiating skills
* Excellent communication skills
* Customer orientation
* Excellent interpersonal skills
* Enthusiastic and entrepreneurial spirit

**Job Location:** Work from home

**Experience:** No mandatory experience

**Specialization**: All

**Duration**: 2 months

**Stipend:**

For B2C:

Incentive provided on successful conversion of any of the leads provided by the Business Development Executive. No limits on incentive provided.

Rs.1500-5000\* per conversion (\*depending upon the package sold)

For B2B:

Incentive provided on successful registration of each agent or agency provided by the Business Development Executive. No limits on incentive provided.

Rs.500 per registration