



## **Position Title:** GLOBAL SALES MANAGER LUXURY & LIFESTYLE SALES (REMOTE)

**Position Overview:** The Global Sales Manager will manage global luxury and lifestyle travel agency accounts and develop new business opportunities to drive market share growth and premium business to Hyatt's portfolio of hotels. This Manager will support and work in tandem with the LLL team, and internal and external stakeholders to support, create and implement strategic account plans that deliver on the organization's sales strategy, short-term and long-term strategic objectives as well as tactics/initiatives for our Global Luxury, Lifestyle and Leisure Accounts.

### **Responsibilities:**

- Manage both group and transient travel for your accounts and support Global Sales Director accounts.
- Developing and nurturing long-term strategic global relationships with a focus on shifting market share and driving premium business and new customers to our portfolio of brands.
- Create, maintain, and record strategic account/action plans for each account that will include quota targets, customer engagement, key tactics to grow account revenue globally, annual & quarterly account reviews, promotions, and B2B marketing opportunities.
- Support worldwide hotel sales needs based on agreed priorities and anticipated business levels.
- Work closely with Hyatt Sales Force (HSF) colleagues to retain and expand the HSF's Key accounts.

- Pre-qualify and target Key Accounts in assigned segments, utilizing analytics tools and prospecting strategies to develop appropriate and effective sales solicitation strategies to increase market share.

**Requirements:**

- A minimum of 5 years of experience in sales, preferably in the luxury and lifestyle segment and the travel agency market.
- A proven track record of achieving sales targets and growing market share.
- Comprehensive knowledge of hotels and sales practices
- Excellent communication, negotiation, and presentation skills.
- A strong customer focus and relationship-building and customer service skills
- A high level of professionalism, integrity, and ethics.

**Preferences:**

- Bachelor's degree
- Comprehensive knowledge of Hotels and Sales Practices
- MS Office, Lanyon, Reserve, Opera, Oracle, and Envision
- Sales and/or operations roles in all-inclusive, Luxury, full-service, and select-service properties

**Application Guidance:** Click [here](#) to view and apply for this role.

**Position Title:** SENIOR PRODUCT MANAGER, ANCILLARY EXPERIENCES (REMOTE)

**Position Overview:** Hyatt seeks an enthusiastic Senior Product Manager to join our Digital Product team where you'll be part of a team of product managers who are passionate about driving new revenue opportunities through personalization, AI-driven marketing solutions, and collaboration with teams across both Commercial Services and Hotel Operations. This role is instrumental in continuing to make Hyatt a leading hospitality company. You will be part of a team that is passionate about diversity, equity, and inclusion, committed to nurturing curiosity and new skills and building connections across the organization with stakeholders, colleagues, and guests.

**Responsibilities:**

- Develop a deep understanding of the life cycle of guests.

- Help create and execute a strategy to drive growth in direct revenue, member acquisition/retention, and other strategic KPIs.
- Responsible for working with hotels to streamline operations and define a feedback loop for stakeholder insights.
- Define, maintain, and execute the product roadmap.
- Communicate effectively across the organization.
- Coordinate with engineering, UX teams, vendor partners, hotels, and marketing to deliver on roadmap priorities.

**Requirements:**

- 5+ years of experience in product management in the data, D2C, and marketing/merchandising space
- Technical acumen and ability to understand technical concepts (APIs, ETL, service-oriented architecture, etc.)
- Ability to build relationships with stakeholders from various functions

**Preferences:**

- Bachelor's or master's degree in science or technical related field
- Experience defining and building a dashboard for business insights
- Experience working with APIs and other service layer technology
- Experience with personalization or other AI-based services

**Application Guidance:** Click [here](#) to view and apply for this role.