


 July 14th, 2021

JOB OPENING at KYVERNITIS Travel Group (code: UD2021)

Kyvernitis Travel Company is interested in the positioning of **Product Manager at Unique Destinations**.

This position is based in Athens, Greece. Native fluency in Greek and English is an essential requirement to be considered for this position. The Product Manager manages a portfolio of tour programs and is responsible for product planning and development, contracting of included services, costing and pricing, sales performance measurement and yield management. The Product Manager is responsible for the full product lifecycle of assigned portfolios from planning to the guest experience.

The Product Manager must provide successful management of revenue, occupancy and margin to achieve company goals. The Product Manager must work tenaciously to monitor sales pace, tour load factors and other KPIs to ensure that we are on track. When necessary, this role will influence marketing activity to address issues using all available tools, including but not limited to discount management, tactical activity recommendations, sales incentives, tour capacity and inventory management.

His/her Job Responsibilities Indicatively Include the following

- Proactively plan, develop, own and manage tours through the product lifecycle while remaining in line with business timescales
- Negotiate contract rates and terms: hotels, DMC's, cruise lines, optional tour operators, and special offers, while remaining in compliance with health and safety, and other relevant regulations
- Manage and maintain vendor relationships along with contract administration
- Collaborate with Marketing department to define product marketing spend plan and department for brochure and collateral production
- Write and maintain accuracy of appealing tour itinerary descriptions
- Assist with vendor performance management, as needed
- Know your territory and swot up on the local hotels to put your self ahead of the pack
- Hotel inspections are a major part of any visit and doing them successfully is a fine art
- Attend webinars, conferences to maintain familiarity with tourism trends
- Create & update electronic records of clients
- Handle unforeseen problems and complaints

Required Experience & Qualifications

- 1-3 years of experience in travel industry; experience with product management, contracting and pricing required
- Undergraduate degree or equivalent experience in travel, business administration, marketing or related field
- Experience with Panasoft is a plus
- Basic product knowledge of luxury hotels and services in Greece and abroad is a plus
- Fluent English and one more language preferred

KYVERNITIS GROUP OF LEADING TRAVEL COMPANIES

- Team Player who puts the team before themselves
- Attention to detail
- Ambitious and looking to develop within our company
- Someone that can learn from mistakes and take the constructive criticism of peers and improve their performance
- Willingness to travel occasionally (domestically and/or internationally) for trade shows, product contracting, planning and destination familiarization

We Offer

- Competitive remuneration according to candidate's qualifications
- Medical insurance
- A dynamic, modern and pleasant work environment
- Continuous education
- Professional development

What Else?

At Kyvernitis Group, we mean it when we say we are **committed to premium lifetime experiences & service excellence**. If you are unconventional, relentless and passionate.

If you believe in doing what's right, not what's easy. If you are a doer and have a passion for serving others, we want to proceed with this employment offer to you.

Within company we want to make a difference because each person can make a difference. From the providers who sell and market our services to our business partners who support us, we all have a mission critical role.

We want to hire only the best. People who thrive in a culture of innovation and empowerment. People who are active learners and have a positive attitude.

People who are leaders and know that by working together we can run faster, reach higher and achieve more. By doing so, we will continue to set new standards in Travel Industry.

In addition to all of these any candidate can be characterized as an early potential that shows signs of potential for future roles with increased scope and/or complexity and will be "talent to watch" for the future.

Send your CV's application at: HR@kyvernitis.gr, Code UD2021