



The Business:

Holibob is an innovative Travel Technology start-up that is looking to digitise the highly fragmented tours & experiences market. The tours & experiences market remains the final pillar of the travel industry to not have been effectively aggregated and made available for consumers to easily access. Holibob is coming at this problem by developing a B2B technology platform that enables consumer-facing travel and lifestyle businesses to access the tours & experiences market through a single platform. The goal is to provide consumer-facing businesses with technology that enables them to improve their customers' experience and drive incremental revenue through the distribution of tours & experiences.

The team at Holibob is extremely agile, and highly skilled. We work tirelessly to innovate and iterate, to provide the best possible technology and services to our clients. It is this mentality and drive that has enabled Holibob to continually be recognised as one of the leading travel technology start-ups. We are looking for someone to join our team with a similar mentality to help Holibob reach the next stage of our growth.

Holibob is looking for a Connectivity Manager to join our growing team, to oversee and manage the integration of new suppliers and work with the sales team to ensure the seamless adoption of the Holibob API. The role will require a dynamic and driven individual, who has the desire to work as part of an agile start-up. The role will be demanding, yet rewarding, with the decisions that you make being acted upon and implemented on a daily basis. We expect the candidate to take ownership of the position and be able to work independently, whilst continuously producing the desired results.

The Role:

- Provide the connection between the Holibob technology team, and internal stakeholders, and third-party technology and commercial teams.
- Manage the performance of all connections including new builds, rebuilds, upgrades, day-to-day success rates, access to inventory, rates, rate plans, content and availability.
- Develop strategies to meet the needs of the business and achieve revenue growth in collaboration with Chief Commercial Officer / Business Development Manager and ensure objectives and product plan are aligned with corporate vision
- Manage the API integrations with both supplier and partners, to ensure that this process works seamlessly
- Work proactively with sales and fulfilment areas to optimize conversion rates
- Develop and maintain strong mutually beneficial, long-term strategic relationships with both internal and external stakeholders
- Involve yourself in as many commercial and product conversations around forward planning, ensuring you are focused on driving additional value to our customers and tours & experience suppliers.
- Leverage data to identify and quantify opportunities
- Overseeing, managing clean-up and maintenance of product database
- Managing product executive / data analyst
- Make recommendations to drive differentiated customer experience on distribution channels (white label, B2B site, app)

Skills:

- Proven background within a travel product management / connectivity role
- Excellent verbal and written communication and interpersonal skills
- Highly supplier-focused, friendly and team orientated

holibob

- Numerate with strong commercial acumen
- Excellent command of SQL, Excel, Hadoop, Kibana, XML and data modelling
- Ability to prepare and present well
- Proactive, demonstrating initiative and problem-solving abilities
- Strong influencing and negotiation skills
- Leadership and management skills
- Excellent problem solving skills
- Strong numerical and analytical skills