



Hospiria Sales Manager

About us

UnderTheDoormat Group is an award-winning prop-tech company, and our London home accommodation business is one of the leading companies in our sector. We help property owners, portfolio owners and property companies generate higher income through the short term rental industry as well as providing hotel-quality stays for our guests in the comfort of a home.

This is an opportunity to join an exciting, technology-led business with a high energy team who work closely on delivering an excellent customer experience. You will have the chance to learn new skills, be involved in significant projects and make an impact on many different areas of the company.

We are looking for bright and ambitious people to help continue to grow the business. Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities. We celebrate leaders at every level of the business who demonstrate independence in their work while contributing to the culture and broader environment of the UnderTheDoormat team.

About the role

The Hospiria Sales Manager will play a leading role in our B2B SaaS business arm, Hospiria, and will be instrumental in our national and international growth plans. Hospiria drives superior income and occupancy for our partners by marketing their properties across an exclusive combination of more than 40 platforms. We partner with property companies and managers who can provide quality hospitality, but not distribution and offer a B2B SaaS solution that gives them a ready-made platform so they can focus on hosting their guests.

The Hospiria Sales Manager will be responsible for increasing the number of partnerships, with the objective of increasing our property portfolios across the UK and globally in order to build sustainable company growth.

We are looking for a genuine self-starter and future leader who has the proven ability to hunt down potential leads and turn them into signed partners. The role would best suit somebody who already has experience in sales acquisition, particularly in SaaS.

Responsibilities:

The Hospiria Sales Manager will lead the day-to-day sales activity to deliver partner and portfolio growth through both outbound and inbound sales activity such as:

- **Owning and building the pipeline** – Owning the new Hospiria partner sales pipeline and sourcing, developing and establishing B2B partnerships to drive leads
- **Lead generation through industry events** – Seeking out and attending industry events to generate leads
- **Ambassador Programme** – Managing and growing the Ambassador Programme
- **Marketing** – Working with the Marketing Team to design and develop Hospiria marketing campaigns and associated collateral
- **Seeking proactive growth opportunities** – Proactively seeking, researching and implementing other growth opportunities



- **Partner signing process** – Manage the partner signing process from initial discussions, software demos and contract signing, including partner introductory meetings, pricing, preparing proposal documents and contract issuing
- **Continuous improvement** – Proactively identify improvements beneficial to our processes and the UnderTheDoormat Team and be part of the delivery of any initiatives implemented
- **Customer data excellence** – Understand our data deeply, be able to report on trends and related solutions and maintain our data accurately on all our systems
- **Personal development** – Participate in any personal development and training that is identified to help you carry out your role more effectively, as well as delivering any team training within your areas of expertise as and when required
- **Values and Behaviours** – Uphold, safeguard and promote our values and behaviours at all times
- **Policies and procedures** – Have good working knowledge of our policies and procedures and ensure yourself and your team work within them at all times
- **Legal and regulatory** – Maintain records in line with current legislation, in particular GDPR, AML and Health and Safety

The role is comprised of a base salary and compensation is driven by commissions for signed Hospiria partners generated through your activities.

What we are looking for

As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements and take the lead, not just take direction.

Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities.

You should love the idea of supporting a team while also being able to work independently. As a small business you will also have a key role to play as a team member in helping us ensure all our customers have a positive and seamless experience.

You must enjoy interacting with customers and partners, demonstrate excellent attention to detail, and be able to multi-task. You will often be the face (digitally, written, and in person) of the company and must be comfortable and confident in this role.

Specifically;

- Experience in sales acquisition, particularly in SaaS.
- Someone who thrives under pressure and with constantly changing dynamics
- A people person who thrives on working with others and loves building personal connections that drive growth
- Someone who is organised and detail orientated
- Someone who has strong written, verbal and interpersonal skills who's energetic and focused
- Someone who has a strong desire to expand and acquire new skills



What we offer

- An exciting and fast-paced environment with lots of development and growth opportunities
- Friendly team and regular socials together
- Support from a mentor on how to grow your future career
- Informal ongoing development and training on key business skills, such as project management
- 25 days holiday plus the flexibility to buy or sell 5 days
- Flexible and remote working options (including sabbaticals)
- Discretionary bonus scheme
- Enterprise Management Incentive (EMI) tax-advantaged share option scheme
- Cycle to Work Scheme
- Discounts for you and your family and friends on our homes
- Rewards for introducing new customers and team members

Our business is going places and we want you to as well. If you're interested in playing a key role in our team, please get in touch at team@underthedoormat.com