

# Director of Client Partnerships

Job Description



# Who are we?

We are a female-founded scale-up, currently made up of around 80 AltoVitians. Our fully-remote team hails from 14 different countries and collectively speaks 18 languages. Most of the time, it is our differences that are celebrated (whether they are in cultures, personalities, preferences or passions). However, despite those differences, there are a few principal attributes that we share which define an AltoVitian. AltoVitians are tenacious, humble, and thoughtful. Being humble is important because it enables us to keep learning every day, and tenacity is necessary because in a high performing environment as fast-paced as AltoVita, taking it slow is simply not an option!

Today is a particularly exciting time to join our team, we closed our Series A financing round in late 2022 and will be starting the Series B rounds in the coming year. This next chapter won't always be a smooth ride, but it will be filled with innovation, excitement and opportunities, so if you are ready for the challenge (and the fun!) of growing with us, we would love to hear from you.

# What we do

AltoVita is a multi-award winning accommodation platform that enables enterprises to consolidate accommodation programmes through the power of proprietary technology paired with a human centric approach.

AltoVita's unique offering sets us apart in the market, providing a network of 7 million+ verified and vetted properties are all duty of care compliant, backed by a four-tier quality control process; located in over 35.000 cities & 165 countries world-wide. With our award-winning enterprise software and human-centric approach, we deliver smart and sustainable solutions to global talent mobility & business travel managers worldwide.

Our Client Development team plays a vital role as trusted advisors and partners to our clients. Embodying our consultative philosophy, this dedicated team proactively shares new market insights, analyzes data, and empowers our clients with the tools and knowledge to make informed decisions, ensuring our clients are always equipped to make the best choices for their corporate housing needs.

AltoVita's technology provides a cloud-based bridge between the highly fragmented property distribution system and multinational Global 2000 companies. A proprietary two-way API integration with a standardised sourcing process reduces the legacy, inefficient 48-to-72-hour bidding process down to a few minutes, saving valuable time and money.

Corporate clients love the bespoke user interface seamlessly configured to their mobility policies, and employees enjoy a greater sense of choice and support in their relocation journey.

## About the role

The Director of Client Partnerships, US will co-lead Sales and Business Development efforts for AltoVita in the region, working closely with Jessica Dunderdale (Senior Director of Client Partnerships) and our CEO and Co-Founder, Vivi Himmel. This is an External Sales role, focused on attracting, onboarding and retaining new clients.

The Director of Client Partnerships, US will be measured on revenue related KPI's and will share responsibility and accountability for the success of AltoVita's sales efforts in the region. Please note, this role will be based in the US and you must have relevant work history. Please only apply if you have demand side experience, not supply side.

## Key Responsibilities

- Identify new business opportunities within the US including new markets, growth areas, trends, customers, products and services.
- Create a sales pipeline, seek out the appropriate contacts within an organisation, generate leads and cold call prospective customers.
- Work with the Marketing team to develop a strong lead acquisition and nurturing process.

- Leverage your network to build a direct pipeline, and build long-term relationships with employees, clients, and other stakeholders.
- Meet with clients face to face or virtually, and attend relevant conferences and seminars.
- Put in place a strategic vision for the US Business Development efforts, and take the necessary steps to meet that vision.
- Negotiate and navigate client contracts by compiling mutually agreed terms and conditions.
- Keep abreast of trends and changes in relocation, business travel, hospitality, corporate housing and serviced apartment industries.
- Drive technology adoption and bring AltoVita as the sole technology platform to all clients.
- Demonstrate ability to communicate, present, and influence key stakeholders at all levels of an organisation, including executive and C-level.
- Collaborate with the Product team to provide clear feedback on client needs and learnings.
- Clearly communicate the progress of monthly/quarterly goals to internal and external stakeholders.
- Develop, forecast, and report on your sales funnel.
- Optimise travel between the region to maximise sales efforts and minimise expenses.

## Who you are

- 3+ years in (external) sales in the US region
- 3+ years experience within the business travel or corporate housing industry
- Tenacious and driven
- Excellent written and verbal communication skills
- Comfortable working in a fast-paced, sometimes less structured and entrepreneurial environment
- Able to think strategically.

# Ways of Working

AltoVita is a fully remote team. Although we have regular touch-points throughout the week, organise off-sites in several locations, trust is essential for us to work effectively as a team. Our founders empower us to make decisions autonomously, and in turn expect that we also empower our direct reports.

# Join our Team

AltoVita is the sum of every member of the team. We know that a strong team is a diverse team, and are therefore committed to being an equal opportunity employer, so please bring all of yourself to the interviews and most importantly to our team.

Becoming an AltoVitian means you will benefit from:

- A team that will always put you first
- Incredible opportunities for growth and career advancement
- A fully-remote working environment
- Wellness benefits and a wellness budget, which can be spent on a range of options including gym memberships, home meal delivery services, mindfulness applications, and many more
- A work-from-home allowance to get your home-office set up
- A generous vacation package so you can recharge or explore

To apply, click [here](#)