



Company Profile

Quintessentially - World's leading luxury lifestyle group. With offices in over 68 cities across the world, Quintessentially offers access to the inaccessible & seemingly make impossible, possible. With a private members' club with a 24 hour concierge service, the Group encompasses 32 luxury sister companies comprising of experts in travel, wine, art, music, luxury retail, flowers, private aviation and more.

Job Description –Product Manager

- The Product Manager will be responsible for the on-going development and expansion of our client's luxury products focusing on revenue and profit generation through strategic product management and development
- Responsible for and introduce new products & build on existing product ranges to meet changing consumer demands
- Contracting new opportunities with luxury hotels and other travel related services, where you will be accountable for the direct negotiation, planning, purchasing and contracting of the very best hotel rates that are available
- Analyzing CRM data, sales, yield and occupancy figures, booking patterns and customer behaviour for product development/introduction and price strategies
- General product management & growth including the monitoring of luxury product sales, competitor analysis and Identifying and pursuing new opportunities in existing areas of responsibility
- Secure tactical offers from suppliers for promotional activities, along with continual exclusive tactical negotiations with ground product and feedback to the commercial team

Required Qualifications

- 4-5 years' experience within in Product Management role
- Must have successfully contracted hotels and other travel related products/services
- Must have outstanding commercial, negotiation, communication and analytical skills
- Must be proactive and results driven, with the drive and initiative to successfully push product forward within a competitive market place, delivering on commitments and meeting deadlines and must be available to travel to assigned destination when necessary
- Must possess the confidence to communicate and present the company at all levels of business

Preferred Qualifications

- Knowledgeable and aggressive candidate to design travel products / Itineraries and communicate with customers and get the deal finalized
- Knowledge of Galileo & Amadeus would be added advantage.