



Channel Optimization - Analyst

Job Description:

GoDo is a Property Management System (PMS) that in addition offers a range of optional premium services for their clients, one of whom being combined revenue management and channel expertise. Within the department, we have around 100 properties ranging from apartments to 100+ room hotels. We are helping our clients to optimize their channel's distribution, setups and special offers. (e.g., Booking.com, Expedia/Hotels.com, Airbnb, and direct sales) with a high focus on scalability and streamlining. The role will be a part of a small team focusing on these properties and will oversee the operational and eventually strategic work needed to ensure that each property is achieving its maximum potential.

Responsibilities and Duties:

- Keep updated on all applicable sales channels (mainly Online Travel Agencies or "OTAs") and use them to optimize sales.
- Setup new clients on all sales channels.
- Sync client's setup and policies across sale channels.
- Learn the insides of our platform, GoDo PMS, to be able to adjust the system setup, in order to come up with relevant solutions.
- Communicate with the relevant decision-maker (e.g. owner, property manager, or revenue manager) for each property to:
 - Ensure that they are satisfied with the services we provide.
 - Obtain information needed to optimize their setup and sales.
 - Be able to present ideas and possibly argue strategy through communication skills and expertise.
- Communicate with the team, mainly online, in order to update, learn and come up with ways of improving our services.
- Keep up with market trends and developments within accommodation and hospitality tech.

REQUIRMENTS

Specific skills:

Good English, written and verbal communication. Good Spreadsheet skills, MS Excel Google Sheets etc. Able to work with numbers, data and analyze accordingly.

Personal characteristics:

Attention to details. Able to quickly and easily learn how to work with new software solutions. Comfortable with working in a team and collaborating. Independent decision making. Able to present and communicate results to external clients. Have a “big picture” mentality.

Working setup:

The Candidate will gain experience working for a multinational company on various tasks with high responsibility with opportunities for personal and professional development. Competitive compensation package and private healthcare coverage

The work hours are: Monday - Friday 8:00-16:00 or 9:00-17:00. Offices are in Skopje.