



Be advised, by friends.

Business Developer

Remuneration: Fixed and variable salary + travel costs

Are you curious about how social networks and positivity can change the way food, beverage and hospitality businesses attract new customers? Are you a foodie, lifestyle guru or somebody who loves to experience new places? Are you ready for a challenge that brings you beneficial rewards? TWISPER are recruiting a Business Developer to join their vibrant and growing team in Geneva.

If you are looking to be part of a fast growing, positive and disruptive solution for the hospitality, food & beverage and gastronomy industries, this is the place to be!

ABOUT TWISPER

Discover the world with the people you trust.

TWISPER is a social travel app to find your friends' favorite restaurants, hotels and bars. The app is 100% add-free and values only real users and only positive experiences. TWISPER's community consists of friends, ambassadors, industry experts and partners that share great places through recommending great places. With our Ambassadors, we also organize charity campaigns to help the world become a better place.

To have a positive impact on the hospitality and gastronomy industry, TWISPER recently launched TWISPER Business, a new positive platform where businesses can attract new guests through digital word-of-mouth. Unlike TripAdvisor and other unfair booking systems, TWISPER Business features NO bad comments, NO commissions, NO fake users and NO ratings which is highly disruptive for the hospitality and gastronomy industries.

THE POSITION

Working closely with the TWISPER co-founders, the B2B marketing team and the wider TWISPER team, your goal is to maximise TWISPER's revenue by selling TWISPER Business to hotels, bars and restaurants. You will be expected to establish partnerships with key players in the hospitality, food & beverage and gastronomy industries. Whilst the position is based in TWISPER's Geneva office, the role requires regular travel within Switzerland, France and other European destinations.

PRIMARY RESPONSIBILITIES

- Present TWISPER products and services to prospects, clients and partners in order to increase awareness within the industry and drive sales
- Define and execute effective strategies to convert leads provided by the B2B marketing team into paying clients
- Establish long-term partnerships with associations, chains and groups active in the hospitality, food & beverage and gastronomy industries
- Establish and maintain effective lasting relationships with TWISPER partners and key client accounts
- Assist the customer support team with accounts management as needed
- Maintain TWISPER's CRM tool ensuring data is up to date
- Ensure that TWISPER's clients remain satisfied
- Take client feedback into consideration in order to build more effective sales strategies and improve TWISPER Business's products and services
- Maintain extensive knowledge of TWISPER Business's market and bring trends to the attention of TWISPER co-founders and the B2B marketing team
- Work hand in hand with the B2B marketing team to develop proposals that speak to the clients' needs, concerns, and objectives
- Attend and represent TWISPER at fairs, conferences and networking events
- Prepare and present reports and forecasts on sales activities

PRE-REQUISITES

- 3-7 years of experience in sales and/or business development
- Experience in the hospitality, food & beverage and gastronomy industries is strongly desired
- Ability to build and maintain good relationships with clients
- Excellent interpersonal and presentation skills
- Strong planning skills
- Excellent written and verbal communication skills in French and English. German is a plus.
- Willingness to travel
- SugarCRM knowledge is a plus

To apply for this job, please send applications to jobs@twisper.com