



Careers @ MiStay <careers@mistay.in>

to me, Harshitha, Nupur, Aanisah

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Dear Team - I am Harshita from MiStay. We have a full-time job opportunity in our company. I am sharing below the job details for the role of Partner Success Executive. Kindly circulate it amongst the 2021 and 2022 batches.

Interested students can apply using the link below.

<https://zuri.to/XCZs?source=CareerSite>

Also, students from all UG backgrounds are eligible for this role.

Partner Success Executive

About MiStay

MiStay is a travel-tech startup that allows booking hotel rooms by pack of hours with flexible check-in/ check-out times. Founded by alumni of IIT Madras, MiStay is backed by investors such as Axilor Ventures & Infosys founder Kris Gopalakrishnan and has been listed among the "Top5 Websites globally for Hourly or Day-use Hotels". MiStay is currently operational in ~ 80 cities with over ~2000 partner hotels. The selected students will work in a fast-paced entrepreneurial environment.

What is the larger purpose and impact of this role?

- The goal of this role is to grow overall business/ sales from respective territories by ensuring not only all appropriate hotels partner with MiStay but also build a trustworthy relationship with MiStay for mutually growing the business. Apart from optimizing the supply through new hotel acquisitions & improving the efficiency of existing partner hotels, the Territory Manager will also be the face of MiStay for all engagements in the territory and shall drive sales & growth through partnerships/ brand visibility in events & trade shows, and other means.

Here are the core responsibilities of the role

- 1. Market Study:** Study the hotel supply landscape of the respective cities as per territory, map with the existing partner network, and set the plan/ roadmap with the timeline as per priority for new partnerships.
- 2. New Hotel Partnership:** Reach out to and meet new hotels as per the plan, pitch the concept of MiStay and partnership proposal, do the contracting, and get the hotels on board at the MiStay platform.
- 3. Relationship Management:** Manage very healthy relationships with all the partner hotels in the respective territories by periodically meeting them and collaborating with them to maximize their sales & revenue from them:
 - **Rate Competitiveness:** Consistently monitor and ensure the rates of the hotels in MiStay are very competitive, else discuss with the hotels to get rates revised
 - **Inventory Allocation:** Ensure the required inventory is allocated to MiStay by the hotel
 - **Performance Analysis:** Analyze the monthly performance of hotels at MiStay (traffic, conversion rate, hotel content, competition, customer profile, hotel ranking, etc) and identify opportunities for improvement, discuss the analysis with the partner hotels to collaboratively take steps for improving performance further.
- 4. Brand Visibility:** Maximize the visibility of MiStay brand in its respective territory by ensuring MiStay brand collaterals are placed at all partner hotels and by representing MiStay in various relevant events/ tradeshow, etc.

Requirements

- The candidate shall be open to travel as per requirements.
- Ambitious & entrepreneurial candidate with strong business acumen
- Passion for sales & relationship management