

## Work Experience

### Yield Manager

May 2024 - Oct 2024

*Hotelbeds. | Dubai*

- Supplier Negotiation : Negotiating contracts with hotel partners competitive rate negotiation, overrides, release periods, marketing campaigns, promos, static rates . Improved commercials by 2.6% and Signed Guaranteed contracts in a span of 5 months .
- Performance Monitoring & Reporting : Load QBR plans in Salesforce. Improved Room nights sales by 30%. Improved pricing by 18% and revenue by 10%.
- Amongst the top 5 Market managers for Hotelbeds in current year.

### Deputy Manager

May 2023 - Mar 2024

*Rehlat. | Dubai*

- Contracting and Chain Partnerships : Brands like Hilton, Rove, Minor, JA, Time Hotels etc. on our Platform to maximize sales. Managing the connectivity, loading of accurate contracts/rates, site inspections, conflict resolution.
- Account Management and Negotiation: Monthly, quarterly meetings with the accounts and providing them regular feedback to maximize growth on the platform backed by data. Re-negotiate contracts if necessary.

### Strategic Account Manager

May 2022 - May 2023

*Agoda Booking Holdings*

- Key Account Management : Data driven interactions with Hotel partners Regional and Global Chains to onboard them on various marketing campaigns.
- Best movement of Supply Health Scores (Pricing) Pan India in the portfolio from - 8% to 2% in .
- Additionally, among top 3 AGP penetration portfolios in India (35%) % .
- No.1 Ranked Market manager PAN India for entire tenure at Agoda with the highest overall rating of 4.5 (Best rating PAN India)

### Client Account Manager

May 2021 - May 2022

*Deloitte.*

Project Management : Assist in the development and maintenance of account marketing assets, proposal assets, and onboarding assets to ensure customer satisfaction.

### Key Account Manager

Jul 2016 - May 2021

*International Hotels, Makemytrip*

- Commercial : Handling 45% of GMV hotels of Dubai - Improving net commission by 1.2% overall .
- Hotel Chain/Group Relationships : Handling Regional chains, Independent hotels to ensure highly competitive B2C and B2B rates for Indian customers improving best rates from 65% to 85%

## Siddhant Saxena

### Market Manager

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*Dubai, UAE*

Business Development Professional with 8 + years of Experience in Tourism, E-commerce, Business Strategy, Partnerships, Client handling, Consultive Selling ,Customer Success,Project management and Strategic alliances.

## Core Skills

Analytical skills, Client Relationship, Customer Satisfaction, Team Collaboration and, Leadership, Contract Negotiation, Technology & System, Management

## Education

### Amity University

Dec 2013

### Master of Business Administration

Marketing

## Languages

**English Language** (*fluent*)

**Hindi Language** (*fluent*)