



As of **1st of February 2024** (or upon agreement), we are looking for a

## **Procurement Manager: Destination Services (DS) Switzerland**

to extend our Destination Services Team in **Zürich**, Switzerland.

### **About Kuoni Tumlare:**

At Kuoni Tumlare, we deliver truly inspiring and innovative solutions and experiences that create value both for our Partners and Society at large. Our wide portfolio of products and solutions is built on 100+ years of destination management experience. Our solutions include series tours, technical visits, educational tours, Japanspecialist travel consulting, as well as meetings, incentives, conferences, and exhibitions. Our product portfolio includes MyBus excursions at destinations as well as guaranteed departure tours devised and delivered by our Seat-in-Coach specialists, Europamundo (EMV) and MyBus Landcruise. We cater to a wide range of customer needs in close collaboration with our trusted suppliers and powered by our team of destinations experts - enabling us to make a real difference to the world.

### **About the Business:**

Our Destination Services Team form the core of our business. We take care of everything from ground support, hotel bookings, sightseeing, restaurants, and local guides; all while providing 24/7 customer support so that travelers from over 50 countries can enjoy memorable travel experiences worry free.

### **The Job:**

As **Procurement Manager Destination Services (DS)**, you are responsible for the procurement of a land services for **mainly German speaking** destinations in Switzerland (restaurants, tourist attractions, cable cars, transport companies and others). You build strong relationships with suppliers, tourism organization and industry partners to consistently deliver products that are suitable for our worldwide customer base. You negotiate rates & conditions in line with market demand. You hold a sustainable balance between strategic thinking and operational capability.

The Travel Requirements will be 30% to 40% (mainly in the German speaking parts of Switzerland).

### **Responsibilities:**

This position reports to the Product Development Manager and will work closely with the Team from Destination Services (Operations/Hotel Procurement) to promote products and new partners internally & externally. The person will build and maintain good internal relationships with a broad range of stakeholders including Accounting, worldwide Sales Team and Operation Teams.

### **Kuoni Tumlare**

Kuoni Global Travel Services (Schweiz) AG  
Elias-Canetti-Strasse 2, CH-8050 Zurich, Switzerland

### Key tasks are:

- Contract Land services for Switzerland (mainly German speaking) applying the company's market-leading procurement strategy and guidelines
- Full understanding of various systems usages
- Ensure rate competitiveness of your portfolio (in line with market rates and set KPI targets) and take corrective measures in coordination with your supervisor
- Reach special / exclusive agreements with key suppliers (override deals, marketing contribution)
- Monitor market trends and product innovation and reflect in product development
- Align Sales' expectation (demand side) with destination trends (supply side) and constantly look for new product ideas and maintain strong relation with key suppliers
- Participate in local trade shows and Switzerland related events (Ferientag, Swiss Travel Market)
- Promote new products towards our Sales Team and regularly setup calls to share destination trends, product ideas and potential new itineraries to promote
- Ensure destination knowledge transfer to Operations teams and Sales team's
- Promote use of our internal online "partners portal" and e-billing tools
- Onboard or convince partners to join the "Swisstainable" program in line with our partnership with Swiss Tourism
- Build relationship with local tourist offices and Swiss Tourism
- Identify business risks and mitigate them
- Ensure all business activities comply with relevant financial, legislative, legal demands and ethical standards of the organization

### **Job Requirements**

#### **Requirements:**

Essential knowledge and experience:

- Demonstrable experience in an international procurement, business development, account, or revenue management role, ideally in the hospitality or travel industry
- Strong knowledge of Switzerland (cities and mountain resorts)
- Existing relationship with partners in Switzerland or Source Market background is helpful
- Strong communication skills (written / spoken) in **German Native Level (must)** & English at business level.
- Strong delivery focus and a proven track record of implementing workable solutions
- IT proficiency including good working knowledge of Microsoft Office (data analysis in Excel and reporting in PowerPoint)

#### **We Are Looking for this personality:**

- Excellent communicator, approachable & good enjoying working in tourism
- Team player who has the ability to cope with different levels of stress
- Solution-oriented decision maker with strong business acumen
- Independent worker with positive can-do attitude

#### **What We Offer:**

- Opportunity to work in an international environment
- Diverse & Inclusive culture
- Opportunities to learn & grow
- Dedicated wellbeing schemes
- Flexible & Remote Working

For further information and to apply, please go to [Careers homepage \(kuonitumlare.com\)](https://www.kuonitumlare.com)

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