

*Job description*

# Business Development Coordinator Germany

## 1. Welcome to L.I.K.E.

L.I.K.E. Hospitality Consulting was founded in 2015 and has since then been supporting hospitality and non-hospitality businesses in areas such as the optimization of digital marketing, service excellence and expansion strategies. Its origin and start-up times lead back to the university studies of both founders at Ecole hôtelière de Lausanne before the company moved to Berlin, Germany in 2016.

The idea of L.I.K.E. Hospitality Consulting is to be a company that uses its hospitality roots, in order to accompany clients in the ever-changing digital world. The goal hereby is to assist mainly, but not exclusively, in exploiting digital opportunities and to be a reliable consulting partner in all facets of our clients' businesses. As the world is becoming more digital every day, it is now more than ever crucial to optimize your own e-commerce and manage it in a professional manner.

We have a lot planned. Our mission is to make the hospitality industry a more digitally connected place thus giving companies the possibility to use their entire digital service potential. We are convinced that the future has continuous digital challenges for the hospitality and tourism sector in store and therefore we will do our very best to support the industry in adapting to those challenges.

## 2. Everything at one glance.

<b><u>Entry date:</u></b>	ASAP
<b><u>Duration:</u></b>	Unlimited
<b><u>Employment:</u></b>	Part-time (25 hours / week)
<b><u>Location:</u></b>	Berlin, Germany
<b><u>Salary:</u></b>	Basic salary + provision (monthly pay-out)
<b><u>Level of education:</u></b>	Begun/Completed university degree or hospitality related apprenticeship
<b><u>Languages:</u></b>	Fluent in German & English
<b><u>Experiences:</u></b>	Hospitality, Tourism and/or Sales
<b><u>Skills:</u></b>	Good skills in argumentation and communication, open-minded, general understanding for the hospitality industry, professional appearance.

### **3. Details. Everything you need to know.**

As a BD Coordinator GER you will be responsible for the sales of the products and services provided by L.I.K.E. and *hotelwebbee*. ([www.hotelwebbee.com](http://www.hotelwebbee.com)), a full-service digital agency developed by L.I.K.E. Thus, you will be introducing L.I.K.E.'s and hotelwebbee's services and products in and around Germany and are beyond that responsible for establishing necessary and relevant sales tools. Sales are to be carried out both through digital channels and campaigns and through more traditional channels such as the phone or e-mail marketing. Moreover, you will represent both L.I.K.E. and hotelwebbee. at various national and international events, such as industry related fairs, union meetings, or hotel conventions. As part of our currently developing sales team you will work mostly independently and will report to the sales leader at L.I.K.E.

### **4. Contact. Your way to us.**

We are very much looking forward to hearing from you. Share your story with us and explain to us why you are the perfect fit for the position at hand. No matter if you are a career-changer, tourism-veteran or a new-comer, we do not differentiate in age, gender or origin but are merely interested in whether or not you are a fit to our team and the specific role. Of course, your data will be kept confidential with us. What are you waiting for?

L.I.K.E. Hospitality Consulting  
Strassmannstrasse 38  
D-10249 Berlin  
Germany

Web. [www.like-consulting.com](http://www.like-consulting.com)  
E-Mail. [future@like-consulting.com](mailto:future@like-consulting.com)  
Tel. +49 (0) 30 76 73 73 160  
Fax. +49 (0) 30 76 73 73 170