

Contracting Lead

50 Degrees North Nordic AS

Øyer, Norway – full time

Reporting to: Nordic Manager / Daglig Leder
Direct Reports: None
Location: Øyer / mobile (ideally in the Nordics)

ABOUT THE OPPORTUNITY:

Are you passionate about delivering high-quality product at a competitive cost in the Nordic region? Do you have an analytical approach to your work, and do you enjoy the nitty-gritty of contract negotiations? If yes, we want to hear from you!

We are looking for a Contracting Lead to join our global family in the Nordics. In this role, you will take the lead of all the 50 Degrees North contract negotiations and management, to maximise the profitability of our business and availability of our product. You will also lead product development, supplier relationships and product training in selected regions.

While this position is within our team based in Øyer, Norway, mobile office is also a possibility for the right person. Travel both domestically and internationally is required. Previous contract negotiation experience from travel industry is a prerequisite for this job.

KEY RESPONSIBILITIES:

- Contract negotiation including allotments with our key partners
- Allotment management both for FIT and group product to ensure availability of our product to our clientele
- Continuous analysis and improvement of 50 Degrees North cost structure
- Group capacity management
- Source new potential partnerships to create competitive product that meets the needs of our key customer segments
- Regional lead for selected regions (maintaining and building supplier relationships, new product development, website updates, communication & training our sales staff across our international offices)

PREFERRED QUALIFICATIONS AND EXPERIENCE

- Minimum 3 years' contract negotiation experience (a must)
- Qualifications and/or experience in Tourism and Product Management
- Comprehensive knowledge of travel industry, ideally experience in key 50 Degrees North destinations
- Fluency in written and spoken English, fluency in a Nordic language is also preferred

OTHER SKILLS AND ATTRIBUTES

- Strong commercial acumen with an eye for analytics
- Entrepreneurial and flexible attitude
- Excellent organisational skills
- Strong innovation and creative skills
- Independence and trustworthy

- Superior customer service and communication skills
- Outstanding public speaking, presentation & training skills
- Ability to work independently and in a team
- Ability to work under pressure and juggle multiple tasks
- Friendly, flexible and a sense of humour!

REMUNERATION & BENEFITS

- Base package with high profit share earning potential
- Mobile and laptop
- Flexible work time and environment

APPLICATIONS

Please send your cover letter and CV to:
Satu Vänskä-Westgarth (Nordic Manager)
svw@fiftydegreesnorth.com