ABOUT OYO

OYO is South Asia’s largest hospitality group with presence across 230 cities and currently operating 10,000+ hotels in 10+ countries including India, China, Indonesia, Malaysia, UK and UAE. OYO pioneered and revolutionized the fragmented and legacy-driven budget hospitality space by enabling standardization of services, amenities and in-room experience.

Through use of its proprietary technology all developed in-house, OYO has delivered predictable, affordable and quality accommodation to millions of travelers in Asia. Hotel-owners partnering with OYO see a significant increase in occupancy levels, get access to the world’s first tablet-based property management apps and become part of a brand recognized and loved by travelers nationwide. OYO has a happy customer base of over 5 million and its app has been downloaded 10 million+ times.

The three core pillars of OYO’s offering are:

● Standardized Experience: Consistent experience across all hotel in the OYO network

● Affordability: Rooms offered at prices that no other player in the affordable segment offers

● Technology driven: Pioneering technology allows consumers to book OYO hotels in just 3 taps, or within 5 seconds

OYO has raised a total of $1B+ in venture financing and is backed by several globally renowned investors such as SoftBank Group, Sequoia Capital, Lightspeed Venture Partners, Greenoaks Capital and China Lodging Group.

Job Description

Business Development Manager

Location: Singapore

KRAs:

● Identifying and finalizing new properties in the Singapore market, and for maintaining relationship with all stakeholders to run these properties profitably

● Responsible for end-to-end business development of the assigned area; including planning and building short-term and long-term supply

● Cross-functional approach through coordination with multiple teams in inter and Intra geographies

● Creating a balance in inventory growth and demand to ensure optimization

● Proposes potential business deals by contacting potential partners; discovering and exploring opportunities
Skills:
- Should be focused and possess Business Development mindset
- Fluent communication and ability to manage situations on the ground
- Intelligent, enthusiastic and self-motivation driven
- Demonstrates high ethical values

Education Qualification:
- Bachelors

Email Addresses for sending Resumes
Please send resumes to mahesh.m@oyorooms.com, akshat.khandelwal@oyorooms.com & rohit.yadav@oyorooms.com

Application Deadline
10 November 2018