

# VICE PRESIDENT OF ENTERPRISE SALES

Lighthouse | Remote





## Who We Are

Lighthouse is the leading commercial platform for the travel and hospitality industry. We transform complexity into confidence by providing actionable market insights, business intelligence, and pricing tools that maximize revenue growth. Our mission is to reimagine commercial strategy for the travel & hospitality industry.

Today, Lighthouse is present in more than 185+ countries and serves more than 55,000 hotels. Our clients include the full spectrum of hotel types, from independently owned to major chains like Marriott, Hilton, Accor, IHG, etc. Additionally we have acquired a leading provider in the short term rental space that gives us a comprehensive view into all accommodation types globally. We process over 3 billion data points daily, providing unique insights to our customers that improve their top & bottom line.

- **70,000+ Hoteliers rely on the Lighthouse platform**
- **700+ Teammates illuminating the way**
- **16.4 million Hotel & short-term rental listings profiled daily**
- **1.7 billion Hotel rates collected daily**
- **300,000+ Competitor hotels profiled**
- **100 seconds Average customer support response time**

This is a unique opportunity for a person with a proven track record of success to help define Lighthouse's enterprise sales strategy through a combination of proven sales practices, industry relationships, and creativity to develop enterprise-wide solutions for global hotel chains. This position will be responsible for positioning a full portfolio of solutions to global chains, which include legacy products, recently acquired product lines, and a future pipeline of products.



# POSITION SUMMARY

The Vice President of Enterprise Sales will report directly to the Nir Dupler SVP Enterprise and Data Solutions. Our Vice President of Enterprise Sales will be responsible for implementing an end to end sales process with global hotel chains and key accounts. It is expected that this person will already have existing relationships with C-Level and VP-level contacts in the Global Chains (particularly important are relationships within the disciplines of revenue management, sales, distribution, and franchise operations) and have the ability to quickly build relationships with other key contacts. The Vice President of Enterprise Sales will be responsible for developing new business opportunities directly through his or her assigned accounts that lead to \$1.5M to \$2M in directly booked new revenue.

The Vice President of Enterprise Sales will also work closely with our Account Management, Pre-Sales, and Partner teams, as well as our Product team, to meet the needs of key accounts to understand future data and solution needs within his or her assigned accounts. Which in turn will develop a strong feedback loop with key decision-makers to ensure future chain-level adoption of new products. This role will be an important voice in helping us to define and build future strategic plans that lead to high growth within the industry. While other stakeholders will be working jointly with the Vice President of Enterprise Sales in the global chains, new business growth will be the sole responsibility of the Vice President of Enterprise Sales.

While this is an individual contributor role, he or she will need to be a consensus builder and represent our culture and values in the marketplace. Through measurable and sustained success, this position has a high probability of promotion.

- Remote position/work from home (Midwest-Northeast-South/Southeast).
- Global Company - may have to adapt to different time zones.
- Compensation Package: Salary, bonus plan, medical/health benefits, paid time off, travel expenses.

## ESSENTIAL DUTIES AND RESPONSIBILITIES

- Define and execute a multi-year sales strategy in key accounts that aligns with our business objectives and enhances brand equity.
- Leverage unique industry relationships to develop strategic partnerships within key accounts.
- Create a coordinated sales strategy for key accounts that aligns across Sales, Marketing, Account Management, and Product Management.
- Maintain detailed account plans across key accounts that are regularly updated and reviewed with the CRO, CEO, and other stakeholders.
- Work closely with Sales Management and Account Management to leverage existing hotel level momentum to build enterprise opportunities.
- Build pipeline that consistently delivers \$1.5M to \$2M in revenue per year (post ramp).
- Effectively qualify opportunities to ensure maximization of revenue margin and LTV.
- Working collaboratively with Sales Operations and the CRO, develop a set of KPIs to measure the performance of the Enterprise Sales function during a ramp period.
- Work closely with Account Management, Enterprise Services and PM's to ensure post deal implementation is well executed and customer satisfaction is high.
- Provide SME support for Marketing and Client events as needed.

## QUALIFICATIONS

- 10+ years of Enterprise sales in the Hospitality vertical.
- Proven C-level relationships within the major global hotel chain companies.
- A proven track record of new business development is a must.
- Deep understanding of enterprise deal execution with discipline to implement, execute, and document complex deal execution through account plans and close plans.
- Strong understanding of SaaS and DaaS delivery models, value propositions and pricing and positioning.
- Strong communications skills that can outline deal scope, impact and business outcomes both internally and externally.
- Strong Industry knowledge and understanding of the hospitality technology ecosystem is a must.
- Expertise in the effective use of Salesforce.
- Excellent verbal and written communication skills.
- Willingness to roll up their sleeves and get stuff done.

## KEY CHARACTERISTICS

- Strategic Sales Mindset
- Relationship-Driven
- Proactive Business Development
- Expert Negotiator
- Deep Industry Knowledge
- Data-Driven Decision Maker
- Excellent Communicator
- Resilient and Adaptable
- Disciplined and Organized
- Hands-On and Results-Oriented

## TOP PRIORITIES

- Learn Lighthouse's full client offerings.
- Emerge in culture and access key innovation and market intelligence of those within the organization.
- Develop detailed strategic account plans for each US-based global hotel company.



**John Brich**

Global Head of Hotels & Resorts  
SearchWide Global  
info@searchwideglobal.com  
Direct: 513.508.2809

**If interested in learning more about this great opportunity, please send your resume to our SearchWide Global Executive, John Brich.**

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