

Yvonne Finlay

Experienced Business Development Manager - Dublin, Ireland

W: <http://www.worky.com/yvonne-finlay>

Business Development and Key Account Management at Hostelworld.com!
Hostelworld.com - the Market Leader for confirmed online hostel and Budget accommodation reservations in the Budget, Independent and Youth Travel Market. A Global brand, with affiliated partnerships worldwide including Lonelyplanet.com, Ryanair.com, Travelsupermarket.com, Tripadvisor.com and about 3,999 more!!

Professional Experience

2001 - Present **Hostelworld.com Ltd - Group Partnerships Manager**

Building and maintaining relationships with existing clients, maximising sales and revenue from existing affiliate partners

Understanding technical and commercial requirements and proposing appropriate solutions

Liaising between partners and our technical team to resolve any pending technical issues in an efficient and timely manner and provide on-going account management, acting as the main point of contact for affiliate partners

New Business Development, identifying key target partners, presenting integration solutions and commercial offering, advancing to contract stage and over seeing implementation of the program to launch.

Key Skills Account Management, Acting, Business Development

Education and Qualifications

1996 **Higher Diploma - Tourism and Heritage Management**
Leinster School of Business

1995 **Bachelor/Degree - Arts**
UCD

Recommendations

10th March 2010 **Niamh Ni Mhir said**

Yvonne Finlay is by far the best Business Development & Relationship Manager I have ever worked with. In 9 years I can count on one hand the amount of customers that ceased working with her and if there were one or two she inevitably won them back.
