

Job Title:	<b>Business Development Manager - UK</b>	Team:	<b>Sales</b>
Reports to:	<b>Global Head of Sales</b>	Reporting in:	<b>N/A</b>

### Role Summary and Job Purpose:

We are looking for an ambitious and energetic Business Development Manager to join our team and help us support the growth of our travel agency partners in this market. As a face of Explore in the market you will be responsible for promoting our destinations, growing existing business and developing new sales opportunities. A self-motivated sales professional, you will create and apply an effective sales strategy, offering unparalleled support to our agency partners and add to the continued success of the Explore brand.

If you are passionate about adventure travel and have plenty of incredible travel stories to share, then this could be the role for you!

**This is a home based role, working from the office 1-2 days per fortnight, the other days your time will be spent visiting travel agents around the UK.**

### Key Responsibilities:

- Develop relationships with existing and new partners to assist in growing trade sales
- Managing and growing your sales in agreed region
- Plan, create and implement a strategic call cycle to optimise sales growth
- Engage with the retail agency network to deliver innovative training and product knowledge via face to face (in-store) and online platforms
- Representing Explore at industry conferences, trade shows and consumer expos
- Assist in the implementation and maintenance of a social media and email strategy for agency partners
- Brochure inventory control and system updates
- Assist in the development and implementation of trade campaigns and promotions and incentives
- Monitor and combat competitor activity. As part of this, develop a thorough product knowledge and an understanding of all competitors products
- Monthly reporting on sales growth and activity
- Manage an allocated expense budget for your region

This is a fantastic opportunity for a personable, positive and customer-focused person with a can do attitude. To be successful in this role you'll be an experienced BDM with an existing travel industry network. You'll be able to develop and maintain excellent working relationships while using your initiative to increase demand across our 600+ trips worldwide. You must be willing to work flexible hours to support extensive travel, predominantly within the UK with some international as required.

**Skills and Experience:**

	<i>Essential</i>	<i>Desirable</i>
Passion for adventure travel and the Explore product range	✓	
Excellent knowledge of the UK travel industry	✓	
Proven working experience as a Business Development Manager, Sales Manager or relevant role with travel agents	✓	
Commercially minded, with proven ability to deliver against set targets	✓	
Outstanding interpersonal skills, with the ability to quickly build rapport and communicate effectively at all levels	✓	
Results driven, team player who can work independently	✓	
Fantastic knowledge of Explore destinations		✓
Excellent communication and negotiation skills	✓	
Exceptional time management and planning skills	✓	
Confidence in presentations and training customers in product features and benefits		
Strong analytical and reporting skills, familiarity with SQL reporting		✓
Competent using MS tools – PowerPoint, Excel, Word and Outlook	✓	
Active on social media platforms	✓	

Explore reserves the right to vary your tasks, duties and responsibilities at any time and from time to time according to the needs of the Company's business. However, you will not be assigned to duties or required to perform services which you cannot reasonably perform or which are outside the range of your normal skills and experience. There will also be times when you may be asked to transfer, either temporarily or permanently, to an alternative job within the Company. Where this is agreed with you, either on a temporary or a permanent basis, it will be confirmed to you in writing.

**Date of Description:** February 2019