

Business Development Manager

Description of position

Job Title: Business Development Manager	Status: Full-time position, 0830-1730 Mon-Fri (38-hour week)
Direct report: CEO or General Manager	Salary band: Upon Application

Who will you be working for?

1000 Mile Travel Group is one of Australia’s fastest growing TMC’s and the only business which can provide corporate specialist support and services to independent Travel Agents in the popular mobile travel agent area. 1000 Mile Travel Group was founded by two highly experienced industry professionals who sought to take full advantage of waves of change in the travel sector and redefine travel services fulfillment for businesses. We have a fantastic reputation for staff retention, valuing our employees and we have an excellent & supportive working environment.

Company’s Purpose & Vision:

We are deeply motivated to help experienced travel consultants to turn their already successful careers into their very own travel business – all underpinned by the 1000 Mile Travel support network.

We are on-track to achieving our 2023 vision:

- 1000 Mile will facilitate every single step of the journey for our customers
- We will continue to be the fastest growing mobile corporate travel company in Australia and the UK
- We will see launch and expand into the USA
- Achieve excess of \$100 million turnover – 100 operating Travel Experts
- Client retention and our people’s growth is sky high

Position Summary

While our Travel Experts are highly motivated and successful travel consultants, not all have the skills, knowhow and passion for sales, but they still want to grow their business. That's where this role plays a crucial role in driving 1000 Mile's vision, brand and value proposition on behalf of all our people into sales success.

The role provides a highly motivated salesperson to target sales opportunities and turn them into profitable business growth for our Expert Network. The role encompasses, ownership of the sales strategy, direct selling with variation and flexibility to work intimately with different stakeholders in our business on sales leads, as well as training and mentoring highly driven and entrepreneurial business owners.

You will be 1000 Mile Travel's core conduit and brand ambassador in the industry, build and convert an ongoing pipeline of sales opportunities and assist our network with growth opportunities helping them to **unlock our people's life goals, one of which is to turn their successful careers – into a successful business.**

Key Accountabilities

1: Continually source, generate & secure new business customers in small to mid-markets through relevant lead sourcing, cold calling, face to face appointments and supplier and business networking.

2: Sales management and sales coaching of the footprint of 1000 Mile Travel Experts, training them with the skills to succeed themselves or supporting them directly with client facing sales support and expertise to win new business.

3: Ensure sales initiatives and pipelines are aligned with the overall strategic business direction of 1000 Mile Travel Group and with individual Experts' portfolio needs. Own and develop the strategic sales plan

4: Prepare analysis that identifies gaps in new business generation for 1000 Mile Travel Group and individual Experts Portfolios.

5: Create innovative initiatives, which contribute to maintaining and growing the value proposition of 1000 Mile Travel Group.

6: Monitor, investigate and provide market intelligence on all competitor activity.

7: Represent 1000 Mile travel Group with integrity at relevant industry functions, whilst identifying new opportunities to market 1000 Mile Travel.

8: Work closely with other departments to effectively implement and transition new client and expert conversions within internal support structures and account management teams.

9: Help drive 1000 Mile's brand and IP to promote the company to potential clients and win new business, for use in-person, as well as online.

11: Commitment to a minimum level of specific performance goals set out in a Performance Planning and Development Agreement

12 : Produce sales leads through online social media strategies, cold calling & face to face networking **amongst others.**

Working Conditions?

At 1000 Mile, we walk the walk as a mobile flexible workplace, promoting quality of life balance as a core to success.

- Flexibility is available in this role to work from home/mobile should the candidate meet certain requirements.
- A competitive base salary plus sales incentive scheme should you meet agreed targets. Internal annual conferences and Team Days.
- Ongoing training and coaching to reach your potential.
- Career opportunities within a growing business.

Skills & experience required?

- Proven experience in a similar role.
- Understanding the needs that small to mid-sized customers value in today's market.
- Demonstrated ability to communicate, present and influence credibly and effectively
- Significant leadership and strategic management experience coupled with experience in delivering client-focused solutions based on customer needs.
- Demonstrated awareness and understanding of trends that affect the travel management industry.
- Excellent negotiation skills and high level of business acumen.
- Strong analytical and presentation skills.
- Fares, ticketing and Travelport Galileo GDS Knowledge (highly desirable).
- Previous experience selling Travel Technology Serko, Tramada, EMS
- Existing Travel Supplier network
- Existing customer lead pool
- Not afraid of cold calling and short life cycles of leads.