

Head of Experts or Talent Acquisition

Description of position	
Job Title: Talent Acquisitions 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 2022 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, this is predominantly as employees within their careers. This newly created and crucial role is to be the face and leader of the 1000MTG Australian Travel Expert network, providing a unique corporate solution to those who are wanting support in converting their already successful careers into their very own business. This is what sets 1000MTG apart from all other mobile travel models. We have found great success in this space over the last 6.5 years, where a fine-tuned process exists from recruitment, to on boarding and ongoing support of our network.

The objective of the role is to grow this network to 1000 Travel Experts over the next 3 years contributing to the \$100million TTV goal of the overall business, with the average turning over \$1,000,000, making 1000MTG the most successful TMC in this space.

You will be a brand ambassador in the industry for 1000MTG and the face of Travel Expert network where your priority is to support our Travel Experts throughout their journey from recruitment, to on boarding, to growing their businesses, nurturing an existing culture and bringing people that work alone together.

Key Accountabilities

1: Source, generate and secure new like-minded Travel Experts on behalf of 1000 Mile Travel Group through, networking, social media strategies, client appointments and new business conversion.

2: Business management & business coaching of the entire footprint of 1000 Mile Travel Experts, training them with the skills to succeed or supporting them directly with the ability to run and manage their 1000MTG business.

3: Create innovative initiatives, which contribute to maintaining and growing the value proposition of 1000 Mile Travel Expert Network.

4: Oversee market intelligence on all competitor activity.

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

6: Work closely with the marketing department on strategies and initiatives to draw prospective experts to 1000 Mile

7: Be the owner and run the recruitment processes for prospective travel expert

8: Set up and run the travel expert inductions process and engage and work closely with relevant departments who are involved in this process

9: Drive, organise, plan & run the travel expert attendance at 1000MTG events including & not limited to team day & conference.

10: Support Travel Experts in annual business planning, supporting queries, directing to the right departments, identifying gaps and training required, championing them in their businesses.

11: Plan and support the 1000MTG annual roadshow which is used to visit existing experts and recruit new experts in each state across Australia where 1000MTG operates.

12: Create & implement an ongoing support system and process for travel experts in their year 1 and year 2 and beyond

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.