

Effective for: 2018

JOB DESCRIPTION & ACCOUNTABILITIES

NAME:		REPORTING TO:	Cameron Elliott
POSITION TITLE:	Head of Strategic Partnerships APAC – Full Time	DIRECT REPORTS:	N/A
DEPARTMENT:	APAC	LOCATION:	Collins St, Melbourne

POSITION PURPOSE:

To deliver on the long-term strategic objectives of the business.

Ensure business revenue and purpose growth through directing and developing broader business development activities.

Plan, direct and manage opportunities that drive key growth initiatives. Lead point of contact providing effective management of partners and business outcomes.

QUALIFICATIONS AND EXPERIENCE

- 5 + years business development, sales or marketing (preferably both) and management experience
- Demonstrated ability to drive YOY revenue growth and performance.
- Excellent stakeholder management skills
- In-depth knowledge of the global travel markets
- Project management skills
- Experience pitching to a variety of stakeholders up to C- level management

OTHER SKILLS AND ATTRIBUTES

- High Level of business acumen
- Project and time management abilities
- Strong analytical skills
- Great communicator and negotiator
- Ability to work collaboratively
- Penchant for being proactive
- Can drive digital mindset philosophy within the business.
- Ability to assess whether opportunities support Intrepid Group's Purpose Beyond Profit ethos
- Leadership skills

Operational Accountabilities of Role	Benchmark Measure – year end 2018
<p>Support Intrepid Group Global Leadership Team > AU leadership team to ensure the organisation maximises its short, medium and long-term profitability and returns by developing opportunities to drive revenue growth.</p> <p>Impact the profitability/bottom line of the Intrepid Group business through ensuring strategic and tactical management decisions and new business development results.</p>	<ul style="list-style-type: none"> • Grow corporate sales channels to \$1.5m – 50% sales growth YOY. • Contract and support digital/OTA partners in AU and emerging markets to grow sales to \$2mil by end of 2018 • Develop and nurture 3 x key new potential unicorn partner relationships to support sale of product – \$1mil in 3rd party sales • Maximise revenue from airline relationships, support Air Manager to grow sales 20 % • Develop relationships with key Cruise industry partner/decision makers to drive sale of product to increase revenue • Identify & generate new enquiry (Trade & Direct) for Private Groups department
<p>Develop and lead APAC strategic business develop initiatives, managing and implementing new business opportunities.</p>	<ul style="list-style-type: none"> • Production of Data and analytics from industry contacts at Tourism boards, other travel businesses and commercial partners to

Operational Accountabilities of Role	Benchmark Measure – year end 2018
Provide key point of contact and management for partnerships involving multiple opportunities and components (sales, marketing, product, finance, responsible business)	increase Intrepid Group market awareness. <ul style="list-style-type: none"> • Creating advertising opportunities to generate new revenue • Multiple new purpose led content partnerships
Support AU special projects where new business development and partner relationships can be created or utilised.	<ul style="list-style-type: none"> • Successful execution of ADHOC project
Emerging Markets	<ul style="list-style-type: none"> • Manage India and China outbound new partner initiatives to create a new outbound market for Intrepid Group sales. Revenue goal 100 pax and \$250k in new business • Continue APAC research • Alignment with 2020 goals and strategy
Responsible Business / Purpose Beyond Profit	<ul style="list-style-type: none"> • Understand Intrepid Group’s ‘Purpose beyond Profit’ philosophy and contribute to the achievement of the social, environmental and Intrepid Foundation goals as set by IG each year