

Effective for: 2019

## JOB DESCRIPTION & ACCOUNTABILITIES

<b>NAME:</b>		<b>REPORTING TO:</b>	Head of Business Development - EMEA
<b>POSITION TITLE:</b>	New Business Development Manager EMEA	<b>DIRECT REPORTS:</b>	N/A
<b>DEPARTMENT:</b>	EMEA Sales	<b>LOCATION:</b>	IG Brixton

### POSITION PURPOSE:

The Intrepid Group is a purpose-driven organisation that is both the world's largest adventure travel company and travel B-corp. Headquartered in Australia, Intrepid Group, has 30 offices worldwide including offices in London, New York and Toronto.

The New Business Development Manager EMEA is responsible for generating revenue growth through developing new and growing existing business channels.

Reporting to the Head of Business Development - EMEA, you will work on identifying, pitching to and winning new partnerships and ensuring growth from existing partnerships in the region.

As the external face of the Intrepid Group, you are passionate, driven, able work both collaboratively and autonomously and live and breathe the Intrepid Group values as you develop and implement our business development plan to achieve our regional goals.

### QUALIFICATIONS AND EXPERIENCE

- 3+ years business development, sales or marketing (preferably both) and management experience
- Proven record of achieving and exceeding growth targets
- Excellent stakeholder management skills
- Demonstrated ability to build relationships, collaborate, communicate and influence
- Understanding of and a network within the EMEA travel industry
- Project and key account management skills
- Experience pitching to a variety of stakeholders up to senior management

### OTHER SKILLS AND ATTRIBUTES

- Outstanding time management, organisational skills with attention to detail and ability to juggle competing priorities
- Committed to exceptional standards of customer service
- Ability to create and implement a sales strategy
- Excellent communication and negotiation skills both verbal and written
- Calm under pressure, ability to be flexible and adaptable in a fast-paced environment
- Personal and/or professional travel experience in the Intrepid Groups destinations
- Understanding and supporting our Purpose Beyond Profit ethos
- Experience with using Salesforce is advantageous
- Willingness to travel overnight for work

<b>Operational Accountabilities of Role</b>	<b>Benchmark Measure</b>
<b>Revenue Growth</b> Grow revenue from partnerships in the region	% growth in sales on last year Revenue from new partners Revenue growth from existing partners
<b>New Business Development</b> Identify, pitch to and win new business partners across the region	Number of partners identified and approached per month Number of new partners signed New partners connected to IG business effectively and generating sales revenue
<b>Existing Partner Management</b> Grow revenue and opportunity from existing partners	Revenue growth from existing partners vs LY Agreements in place with all partners Regular scheduled meetings to identify growth opportunities
<b>Reporting and analysis</b> Monitoring, analysis and accurate reporting of partners, sales and KPI's across distribution partners in region	Weekly trading report Monthly sales summary vs KPIs Maintain and update accurate and detailed new and existing partner list
<b>Represent Intrepid Group</b> Represent the business and live our company values at consumer and trade shows, in partner meetings and in the industry	Positive partner feedback Trade shows attended successfully Industry events attended successfully
<b>Responsible Business / Purpose Beyond Profit</b> 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	Achieve Purpose Goals as relevant.