Business Development Manager
Job Description

Job Title:	**Business Development Manager**
Department:	**Commercial & Planning Manager**
Location:	**Based in Brighton office**
Travel Factors:	**Overseas and UK travel required**
Reports To:	**Commercial & Planning Manager**
Direct Reports:	**Agency Sales Executive x 1**
Interfaces With:	**Commercial, Trading, Sales, Marketing, Ecommerce, Finance, Senior management team**

Job Role Summary

To act as a Brand Ambassador, building and maintaining strong relationships with sales partners within the travel industry and identifying opportunities to maximise Neilson sales revenue and passenger volume.

Key Responsibilities and Tasks

- Drive an agent and sales partner channel strategy in line with wider business strategy that supports overall success the Neilson Ski, Beachclub & Yacht programmes
- Meet passenger volume and sales revenue targets by channel and account
- Achieve efficient cost of sale through optimising sales channel mix and spend
- Build and manage the agent cost-of-sale budget
- Negotiate commercial terms
- Source sales opportunities and future partnerships to drive direct and agent sales growth
- Ensure the Neilson customer booking journey through sale partners meets and exceeds brand expectations
- Identify new sales partner and growth opportunities through market analysis and networking
- Provide market information feedback to the business on market positioning

- Continually review and act to improve on the customer journey through sale partners and agents
- Communicate sales channel position vs plan, highlighting areas of risk and opportunity against sales and cost of sales budgets to drive trading focus at channel and sales account level
- Build and execute an agency communication and activity plan that supports the overall trading intake plan
- Ensure timely delivery of agent and sales partner communications and campaigns
- Engage other Neilson teams to support overall sales channel and sales growth strategy
- Keep abreast of Neilson product development

Business Development Manager
Personal Specification

LEADERSHIP, MANAGEMENT, PERSONAL SKILLS OR QUALITIES:
Essential
Target driven
Strong leadership & relationship management coupled with highly effective communication skills
Ability to influence and negotiate at a senior level
Commercially astute with problem solving attitude
Positive attitude, likes a challenge

TECHNICAL SKILLS OR KNOWLEDGE:
Essential
Product knowledge of ski and active holiday market

EXPERIENCE & TRACK RECORD:
Essential
Able to demonstrate previous experience at a senior level in Travel Sales or Business Development sectors

QUALIFICATIONS, TRAINING, PROFESSIONAL MEMBERSHIPS, OR ACCREDITATIONS:
Essential
UK Driving licence

Desirable
Ideally educated to degree level