
Job Title:	Business Development Manager (Premier Holidays)
Reports To:	Sales and Marketing Director
Based:	Predominantly field based, Hybrid working from home and HQ, Cambourne
Salary:	Competitive

This is a fantastic opportunity to join a leading independent tour operator with a strong reputation and brand loyalty within the industry.

Job Summary

As Business Development Manager for Premier Holidays, you will be responsible for growing the company's market share, looking after dedicated accounts, creating new/nurturing existing business relationships, promoting a positive image to all UK Travel Agents, and representing Premier at company and industry events.

This role is predominantly field based, with hybrid working from home and from head office in Cambourne, Cambridge. There is a need for flexibility and commitment to attend various events and overseas trips.

The sales area is divided into two UK territories with a North/South split of the UK –, we are looking for someone to look after the Southern territory.

What are we looking for?

This role would suit someone who is sales driven, thrives on seeking out new business opportunities and is looking for the next step in an already successful career in this area.

We are looking for someone with an overall passion for travel and acts as a positive brand ambassador.

Main Duties and Responsibilities

- Represent Premier Holidays on the road, nurturing travel agent relationships for a minimum of 3 days a week, usually 4.
- Review & analyse sales figures to identify trends and changes in performance levels in order to take necessary action
- Feed market intelligence back into the business
- Develop & maintain in-depth understanding of industry and key trends
- Plan and host training events, road shows and overseas educational/familiarisation trips for key groups of travel industry partners
- Work with our Travel Experts team to improve agent communication, service & resolve booking issues
- Engage in close working relationships with key suppliers, to further encourage supplier investment with partners

Knowledge, Skills, and Experience

- Minimum of two years' experience in a field-based role within the travel industry (ideally with a tour operator)
- Be able to demonstrate a proven successful record in travel account management, giving examples of how new business partners have been brought on board
- Possess a 'can-do' attitude and represent Premier Holidays to the highest level in the UK and abroad
- Be well-organised with the ability to forward plan on sales calls, meetings, joint marketing activity, events, and training

- Must be flexible and prepared to travel extensively throughout the Southern territory as defined above in line with current and potential business) working extra hours including some weekends and evenings when required
- Be happy working independently and able to organise own workload to suit business needs
- Be confident utilising social media channels to promote yourself and Premier Holidays
- Have the ability to quickly build and foster good internal relationships to gain greater support around you when out of the office
- Display strong communication and presentation skills at all levels (from home workers to travel agent teams and business owners and Directors)
- Experienced and confident in dealing with national accounts in your territory and negotiating commercial terms
- Show confidence and ease when dealing with senior figures within the company and the wider industry
- Possess extensive existing relationships with travel agents in this territory
- Be well travelled and well versed in at least some of our destinations
- Live within Southern Sales territory, you will be required to come to head office, once a month and overnight.
- Having knowledge and experience of Premier Holidays products and destinations would be an advantage
- A full clean UK driving licence is essential

What's in it for you?

We are a friendly bunch, we listen to our staff, treat everyone fairly, celebrate long service and loyalty, are flexible, fun, and sociable to create the best environment we can for our employees to flourish. We offer:

- Discounts on Travel and Holidays
- Quarterly performance-based bonus
- Annual company profit share
- 25 Days Holiday plus UK Bank Holidays
- Company Car
- Work laptop and Phone
- Standard Life Pension - 3% Employer Contribution, 5% Employee
- Social Events: Summer Party, Christmas Party, Quiz nights and other socials.
- Free onsite Parking

What are the hours for the role?

We are looking for someone who will be able to work flexibly, in field-based sales roles, the core hours are 37.5 per week, however the days and times need to be fluid dependent on agent locations and events, which you are expected to attend as part of your role.

A bit about Premier

Premier Travel Group (made up of Premier Holidays and Premier Travel) are an independently owned, family-run travel company that has proudly been operating locally for over 85 years. Over half of our team of 220 have been with the company for more than 10 years, which says a lot about our company ethos and experience in selling holidays.

Premier Travel Limited is the East of England's leading independent travel agency with 25 branches across the East and Southeast of England, twelve of which are in the Cambridgeshire area. Our Travel Consultants pride themselves

on their excellent travel knowledge, high levels of customer service and the personal touch that keeps our many loyal customers coming back to us again and again.

Premier Holidays Limited is the tour operation side of the business offering a wide range of holiday destinations, which include the Channel Islands, Far East, Sri Lanka, Middle East, Southern Africa, Indian Ocean, USA, Canada, Australia, New Zealand, and the South Pacific. We are well known within the travel industry as the market leader for Channel Islands holidays and as a long-haul specialist with a team possessing extensive experience in creating long haul, tailor-made multi-centre holidays. Our wide range of inspiring brochures can be found in most Travel Agencies across the UK and our knowledgeable staff are always on the end of a phone line to offer invaluable holiday advice and personal recommendations.

Our goal is to deliver exceptional holidays that our teams are proud of. We care about our customers' holidays as though they were our own; we recognise it's our business but their dream.

Data Privacy

Before applying for this position please view our Careers Site Privacy Policy. By submitting your application, you are confirming that you agree to the processing of your data as outlined in our Careers Site Privacy Policy and that we can keep your CV and application on file for up to two years.