



# School Expedition Program Development Manager

## School Expedition Program Development Manager

Antipodeans run challenging overseas adventures for young people that truly shape who they become in the future. We work hand in hand with over 150 Australian and New Zealand schools, creating incredible international experiences for students and teachers alike.

Our ethos of Leadership, Mindfulness and Resilience is central to who we are and how we go about business. We truly believe that travel is one of the most vital learning experiences a young person can have on their way to adulthood.

[www.antipodeans.com.au](http://www.antipodeans.com.au)

### Title

- School Expedition Program Development Manager

### Role

- Responsible for promotions and sales of school Expeditions & Tours and Schoolies Unearthed programs, including face to face sales meetings, student presentations, parent information evening presentations and ongoing school relationship management.
- Daily communication with all stakeholders and following thorough sales process.
- Working towards sales targets
- Manage, prepare and support the students and teachers to promote the expedition within the school.
- Prepare promotional material and visual presentations.
- Lead expeditions and tours when possible and if desired.

### Responsibilities

- Regular interstate travel and visits to Antipodeans offices in Sydney and Melbourne
- Regional travel to visit schools
- Working closely with school sales team
- Report to Senior Program Development Manager
- Possible travel overseas on Expedition programs

### Candidate

- Tertiary qualification preferred
- Sales experience and a proven track record of working to targets
- Marketing/strategy experience
- Strong attention to detail
- Competence in Microsoft office
- Excellent presentation skills
- A passion for travel and experiential learning
- Enthusiasm and positivity
- Student Travel/Travel industry experience desired
- Developing World travel experience desired

### Based – Sydney or Melbourne

Competitive remuneration package dependent on experience. Includes car allowance, commissions and super.

Annual leave – 5 weeks per annum.

If the above role is of interest to you, please send a CV and Cover Letter to Daniel Donati, Director. [recruitment@antipodeans.com.au](mailto:recruitment@antipodeans.com.au)