

Business Development Specialist UK & Ireland

50 Degrees North Nordic AS

Reporting to: Nordic Manager / Daglig Leder
Direct Reports: None
Office: Home office
Location: UK / Ireland

NOTE:

Candidates must be based or reside in the UK or Ireland and have business development/sales experience within travel & tourism. We will not consider candidates who do not meet these criteria.

POSITION PURPOSE / DUTIES:

- To increase sales of all 50 Degrees North product from the UK market by sourcing new B2B business and building relationships with local travel agencies, and providing insights to B2C market
- Manage and attend trade and consumer fairs in the UK as agreed
- Review 50 Degrees North product selection and its suitability for the UK market. Assist in development of market specific product.
- Plan, manage and execute agreed marketing and sales activities in the UK
- Quality control of documentation, agent and client services, ensuring this is industry leading.
- Travel consultancy and sales to smaller extent (B2B & B2C)
- Provide operational support, including at times managing the company emergency phone, for 50 Degrees North Group companies, as well as clients travelling in the Nordic region and beyond. This may mean being on call over weekends and public holidays.

QUALIFICATIONS AND EXPERIENCE

- Minimum 5 years' experience in Sales & Marketing within travel industry
- Personal and/or professional travel experience in key 50 Degrees North destinations
- In-depth knowledge of the UK market; travel agents, tour operators, tourism boards
- Competent in use of Microsoft office products, comfortable with new technologies and applications

OTHER SKILLS AND ATTRIBUTES

- Entrepreneurial and flexible attitude
- Excellent organisational skills
- Strong innovation and creative skills
- Independence and trustworthy
- Superior customer service and communication skills
- Outstanding public speaking / presentation & training skills
- Problem solving and decision making capacities
- Ability to work independently and in a team
- Ability to work under pressure and juggle multiple tasks
- Friendly, flexible and a sense of humour!

PREFERENCES

- Fluency in a Nordic language
- Fluency in English - both written and spoken
- Willingness to travel domestic and international long haul

REMUNERATION & BENEFITS

- Base package with profit share earning potential
- Mobile and laptop
- Flexible work time and environment