



group

JOB DESCRIPTION

Job Title: Business Development Manager
Department: Sales
Location: London

An exciting opportunity has arisen for a passionate and organised team player to be a part of AC Group Sales team. The Business Development Manager for Groups and FIT business will play a critical role in managing existing client relationships as well as sourcing and developing new relationships and markets with a focus on predominately Groups business for all areas of AC Group – to the UK, France and USA (as at July 2019)

Responsibilities

- Actively work with new and existing contacts to introduce and get them excited about AC Groups' services, with the responsibility for pitching prospects on our unique values and bespoke services and locations.
- Working to deadline and budget goals alongside colleagues in Purchasing and Product teams to distribute and promote the bespoke unique packages that AC Group looks to create.
- Engage with leads to help prospective clients learn more about AC Group and its various divisions.
- Create and maintain up-to-date leads and accounts plans and understand lead-in times and budgets.
- Due to the nature of the role, regular travel within Europe will be required and attendance at selected trade shows.
- Any other office duties as required

Essential Skills

- The position requires a confident and experienced person that wants to be a part of a winning team, and with a history of setting and achieving high standards.
- You will be a strategic thinker, have a make-it-happen spirit, a passion for learning about new people and products, and a drive to consistently raise the bar of success.
- 3-5 years of experience in sales or business development, consistently meeting or exceeding quotas
- Has the approach of a self-starter that takes real pride in their work while still enjoying and recognising the importance of being part of a team.
- A firm understanding of how to identify target customers and create buyer interest
- An empathetic ability to listen and thereafter communicate effectively and articulately.
- A passion for/knowledge of the inbound tourism industry with a robust network of contacts in the industry
- An analytical mind-set and a creative spirit
- Strong interpersonal skills, with the ability to foster enduring client relationships
- A positive outlook with a flexible approach that actively seeks out solutions.
- Strong documentation skills
- Highly proficient in IT (MS Office) and a quick learner of new tools and operating systems
- Numerate, strong attention to detail and high levels of accuracy.
- Professional fluency in written and oral English.
- Good sense of humour

Desired Skills

- Knowledge of 'Tourplan' software
- Professional fluency in an additional European Language (especially German or French)

To Apply: Please send through your updated CV and brief cover letter to jobs@actours.co.uk...