

Head of Corporate Sales

Role Profile

We are seeking a results-driven and strategic-minded individual to join our team as the Head of Corporate Sales. In this pivotal role, you will be responsible for driving business growth and scaling revenue to new heights. As a senior leader within our organisation, you will play a crucial part in shaping our future, contributing to the senior management team, and implementing an effective sales and marketing strategy to achieve our ambitious sales goals. This is a fantastic opportunity to join a dynamic company that values innovative ideas and appreciates your input.

Responsibilities

- Develop and execute comprehensive plans and strategies to achieve the company's sales goals.
- Identify, report, and capitalize on new business opportunities to maximize revenue growth.
- Understand and effectively position our value proposition against competitors within the BBT brand.
- Prepare accurate forecasts and KPI reports through HubSpot for senior management to inform organizational planning, financial forecasting, and budget setting.
- Provide full visibility into the sales pipeline, ensuring clear tracking at every stage of development.
- Lead and coach a high-performing sales and marketing team.
- Create and maintain relevant sales collateral, templates, and compelling propositions.
- Stay informed about travel technology trends and understand the demands of corporate travellers.
- Gather market intelligence and provide valuable insights to the business.
- Foster collaborative relationships across teams to ensure seamless customer onboarding.
- Nurture relationships with new clients for a period of 12 months after onboarding.
- Regularly update the company sales play book with best practices and strategies.
- Establish and cultivate partnerships and relationships with key customers, both internal and external.
- Contribute to the senior management team and participate in strategic decision-making.

Experience

- Possess a minimum of 5 years of relevant sales experience in the business travel industry.
- Demonstrated track record of achieving and exceeding sales targets.
- Knowledge of travel online booking tools.
- Excellent communication skills, both verbal and written.
- Strong understanding of sales principles and the ability to coach and mentor others in their application.
- Proficient in problem-solving, issue resolution, and working in a deadline-driven environment with meticulous attention to detail.
- Exceptional leadership skills and the ability to foster a cohesive team environment.
- Proven ability to influence cross-functional teams and drive collaboration.
- Skilled in building relationships with internal and external stakeholders.
- Strong analytical and organizational capabilities.
- Proficiency in Office365 or similar productivity tools.

Join our dynamic team and make a significant impact as the Head of Corporate Sales. We value your expertise and offer an environment that appreciates your contributions. To apply, please submit your resume along with any supporting documents. We look forward to reviewing your application.