

# Sales Manager



## About the company

Beyond Business Travel is a leading travel management company in UK and Ireland. We are dynamic, innovative, and fast-growing with a focus on providing the best in travel technology and service to our corporate clients.

We are based in Belfast & Dublin and are looking for staff that are enthusiastic and can deliver an exceptional customer experience. This company growth, combined with greater activity from our corporate clients means we need to add to our team.

## Why work for Beyond Business Travel?

- Are you interested in working in travel, with a company who focuses on the latest travel technology for its clients?
- Do want to work for a company that goes the extra mile for clients?
- This role will be the start of a career in travel technology
- We have offices in Belfast & Dublin for hybrid working, training and office-based work when needed.
- We provide highly competitive remuneration
- Healthcare Plan
- Career plan with training
- We are a social bunch and enjoy nights out

Beyond Business Travel is one of the UK & Ireland's largest travel management companies and a trusted partner for nationals and multinational companies. Our flexible technology anticipates and solves client needs, supported by experts who provide in-depth local knowledge and duty of care as part of the ultimate personalised business travel experience. BBT delivers the best market-wide rates, unique added-value benefits, and exclusive solutions.

## Summary of Role

We are looking for a dynamic Sales Manager to join our team to help us grow our market. You will play a pivotal role in driving business growth. Your primary responsibility will be to identify, develop, and generate qualified sales leads through outbound and inbound channels.

## What you will do:

- Develop strong relationships with key decision-makers to facilitate new sales opportunities and account development.
- Develop and secure new sales opportunities, through market research, networking and lead generation
- Devise and implement robust plans for key target accounts
- Develop a comprehensive knowledge of the company's value proposition, products and services to maximise sales opportunities
- Use your existing network to bring new customers on board

- Present product demos to potential clients, negotiate and do the follow-up until closing the deal
- Seeking to understand the needs of your target prospects and articulating the value that Beyond Business Travel provides, one which is most aligned to the needs of that customer
- Conducting high-level discussions with various stakeholders, from Office Managers to CEOs
- Maintaining accurate information on prospects and interaction activities on CRM
- Become an expert in Beyond Business Travel solution and our ever-evolving services
- Attend events to grow your personal network

**What we are looking for:**

- Excellent communication and presentation skills
- A demonstrated ability to be a pure hunter and proven track record of developing your pipeline through outbound initiatives
- Able to work as an individual contributor, but bearing in mind you are part of a team
- Customer-centric mindset
- 1-3 years of inside sales or business development, travel industry experience is a plus
- Adaptability, coachability, high drive and sense of urgency and comfortable working within a fast-paced environment
- Strong communication and ability to clearly articulate complex concepts and technologies
- Proven track record of hitting or exceeding sales targets
- The right to work in The Irish Market
- Proficiency in CRM software and sales prospecting tools, i.e. HubSpot, LinkedIn, etc.

On offer is a competitive starting salary and benefits package, so if this role is of interest to you, and to apply to join our team please send your CV to [HR@beyondbusinesstravel.com](mailto:HR@beyondbusinesstravel.com), all applications will be treated with the strictest of confidence.