

Sales Manager – All Ireland



Summary of Role

The sales manager plays a critical role in driving growth and reinforcing Beyond Business Travel’s reputation as a leading travel management company. This position focuses on securing new clients, converting leads into clients, crafting compelling tenders, and actively pursuing business opportunities that align with our strategic objectives, all while ensuring a seamless and professional client experience.

You will represent Beyond Business Travel at industry events, building networks, promoting our services, and securing meaningful connections with potential clients. A strong emphasis is placed on understanding client needs and delivering tailored solutions that enhance their travel programs. Through proactive communication and collaboration with internal teams, you will ensure every client interaction reflects our commitment to exceptional service.

Key Responsibilities

1. New Business Development

- Proactively identify and pursue new business opportunities within the corporate travel sector.
- Research and qualify leads, targeting organisations with complex travel requirements or looking to optimise their travel management.
- Deliver compelling pitches and proposals, demonstrating Beyond Business Travel’s expertise in simplifying and enhancing corporate travel experiences.

2. Tender and Proposal Management

- Lead the tender process for corporate travel management contracts, ensuring bids are customised to client requirements and highlight our unique value proposition.
- Collaborate with internal teams (e.g., Operations, Finance) to gather insights and provide accurate, competitive pricing and solutions.
- Maintain a database of tender documentation for future opportunities, ensuring efficiency and consistency.

3. Event Representation and Networking

- Represent Beyond Business Travel at corporate events, trade shows, and industry forums, showcasing our services and expertise.
- Build networks with procurement professionals, travel managers, and key decision-makers in target industries.
- Stay informed about emerging trends in travel technology, policy changes, and market dynamics to position the company competitively.

4. Client Servicing and Relationship Management

- Ensure new clients are seamlessly onboarded, establishing trust and setting the foundation for a strong partnership.

- Act as the point of contact during the sales process and beyond, ensuring smooth transitions to the Account Management team.

5. Sales Performance and Reporting

- Achieve monthly, quarterly, and annual revenue and client acquisition targets specific to the corporate travel sector.
- Maintain an up-to-date sales pipeline using CRM tools, tracking lead progression and ensuring timely follow-ups.
- Provide regular reporting on performance, pipeline health, and market trends to senior leadership.

6. Industry Expertise and Collaboration

- Leverage knowledge of the corporate travel industry, including travel policies, supplier networks, and expense management tools, to address client challenges effectively.
- Provide feedback to internal teams on client needs and opportunities for service or product enhancement.

What we are looking for

- Ideally previous travel industry experience
- 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
- 3+ years of inside sales or business development
- 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, all applications will be treated with the strictest of confidence.