

# Commercial Executive (x 2 positions) UK&Ire

**Closes:** 25<sup>th</sup> May 2025



## About the company

Beyond Business Travel is changing the world of business travel. We are a dynamic, innovative, and fast-growing travel management company based in Belfast & Dublin with expansion onto the UK Mainland in 2025. As part of our acquisition by The Human Network in late 2024, we have big growth plans which means that we need to strengthen our team with new colleagues.

## Role Profile

We are seeking an ambitious and results-driven Commercial Executive to drive organic growth across the UK and Ireland. Reporting to the Head of Sales, you will be responsible for identifying and securing new business opportunities, building strong client relationships, and supporting the expansion of Beyond Business Travel's market presence across the UK and Ireland.

## Key responsibilities

- Develop a strong lead pipeline focused on SME business travel clients based in the UK & Ireland
- Conduct outbound prospecting calls and emails, securing appointments for the wider sales team
- Self-management of smaller business travel sales opportunities with support and development to grow personal sales achievements over time
- Identify, pursue, and secure new business opportunities within the corporate travel sector.
- Build and maintain long-term relationships with new and existing prospects, understanding their needs and delivering tailored solutions.
- Arrange and lead business development meetings, presentations, and pitches with prospective clients.
- Prepare proposals, negotiate contracts, and ensure compliance with company policies and industry regulations.
- Collaborate closely with all areas of the business to ensure seamless client onboarding and service delivery.
- Represent Beyond Business Travel at industry events, trade shows, and networking opportunities to enhance brand presence and generate leads.
- Provide trustworthy feedback and after-sales support to ensure high levels of customer satisfaction and retention.
- Support the Director of Growth & ESG with ad hoc duties, including proposal development, market research, and campaign planning

## Skills & Experience

- Proven experience in a Commercial role, ideally within the travel management or corporate travel sector.
- Demonstrable track record of achieving sales targets and driving business growth.
- Strong commercial acumen and negotiation skills.
- Excellent communication, presentation, and relationship-building abilities

- Demonstrated ability to work independently and as part of a team in a fast-paced, digitally enabled environment.
- Proficiency in CRM systems and Microsoft Office Suite.
- Knowledge of the UK & Ireland corporate travel market is highly desirable.

#### **What We Offer**

- Competitive salary and performance-based bonus
- Comprehensive benefits package
- Opportunities for professional growth and development
- Hybrid working model (office and remote)
- Dynamic, supportive, and innovative team environment

*Applicants must have the right to live and work in the UK.*

Join our dynamic team and make a significant contribution to our success. To apply, please submit your CV to [steve.banks@identitygroup.com](mailto:steve.banks@identitygroup.com)