

# Head of Sales – UK & Ireland

**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 a dynamic, results-driven Head of Sales to lead our commercial growth across the UK and Ireland. Reporting to the Director of Growth & ESG, you will be responsible for developing and executing strategic sales plans, managing and inspiring a high-performing sales team, and driving organic revenue growth through new client acquisition and expansion of existing accounts.

## Key responsibilities

- Develop and implement sales strategies to achieve ambitious growth targets across the UK and Ireland, aligned with the company's commercial objectives.
- Lead, mentor, and develop the sales team, setting clear KPIs and fostering a high-performance culture.
- Identify and secure new business opportunities within the corporate travel market, leveraging industry knowledge and existing networks.
- Build and maintain strong relationships with key clients, partners, and stakeholders to maximise commercial returns.
- Analyse market trends, competitor activity, and customer behaviour to inform strategy and identify new areas for growth.
- Collaborate across the business to ensure sales strategies are integrated and client-focused.
- Oversee the end-to-end sales cycle, from lead generation and proposal development to contract negotiation and onboarding.
- Monitor sales performance through data analysis and regular reporting, adjusting tactics as required to achieve targets.
- Represent Beyond Business Travel at industry events, trade shows, and networking opportunities to enhance brand presence and generate leads.
- Ensure the highest standards of customer service and satisfaction are delivered throughout the sales process.

## Skills & Experience

- Significant experience in a senior sales leadership role within the business travel or travel management sector is essential.
- Proven track record of delivering strong organic growth and exceeding sales targets in a B2B environment.
- Demonstrated ability to lead, motivate, and develop high-performing sales teams.

- Strong commercial acumen and experience managing complex sales cycles, including negotiation and closing.
- Excellent relationship-building, networking, and stakeholder management skills.
- Data-driven approach, with the ability to analyse and interpret sales metrics to inform decision-making.
- Proficiency with CRM systems, sales reporting tools, and modern sales technologies.
- Outstanding communication, presentation, and influencing skills.

#### **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@identityglobal.com](mailto:steve.banks@identityglobal.com)