

JOB DESCRIPTION: **BUSINESS DEVELOPMENT MANAGER**
REPORTING TO: HEAD OF SALES
LOCATION: LONDON (currently remote with option for hybrid / flexible)

PURPOSE OF THE ROLE:

As Business Development Manager, you will take ownership of the full prospect development journey, from researching target markets to attending appointments with the sales team. With a focus on sustainable growth, you will set the standard for solid work ethic and good practice.

Responsible for developing the outreach strategy for business growth, you will build strong relationships with key decision makers and target personas. Your focus will be to make initial contact with prospective clients, helping them understand the service we provide and seeking ways in which we can fulfil their travel programme objectives.

The right candidate will come from a business development background, preferably within a similar or related company. You will be driven and self-motivated, able to work independently and as part of a team.

With a good level of commercial acumen, we expect all MIDAS team members to be identifying opportunities across the board including new business, technology, services and achieving maximum ROI from existing products.

This is an exciting time to join MIDAS Travel as we invest in driving the business forwards. If you are looking for a role where you can showcase your talents, lead from the front and make an impact from day one, then please [get in touch](#).

KEY RESPONSIBILITIES:

- Research accounts, identify key decision makers and build a pipeline of engaged prospects
- Qualify leads and set meetings for the sales team
- Develop the client acquisition strategy, looking at strengths and opportunities in the current portfolio
- Manage and maintain the CRM tool (HubSpot) and build a database of marketable contacts
- Monitor competitor activity and keep updated on industry news

COMPANY VALUES:

Move forwards

- Be proactive understanding current strength markets and identifying new growth sectors
- Effectively qualify prospects to ensure that leads are a good company fit and the sales team are in a strong position to follow up

Inspire others

- Sharing knowledge and insights with the wider team to deliver individual and company objectives
- Outstanding negotiation skills and ability to effectively handle rejection, maintaining industry reputation and opportunities for future referral business

Drive change

- Demonstrate a structured approach to sales qualification and appointment booking
- Ability to learn about products and services and explain the benefits to prospects

Achieve trust

- Strong interpersonal skills and an ability to build rapport with senior stakeholders
- Proven track record of successfully meeting targets

Succeed together

- Ability to communicate with C Level, Directors and procurement prospects
- Driven and ambitious individual with a strong desire to succeed

SKILLS, KNOWLEDGE & EXPERIENCE:

- Minimum 2 years business development experience (business travel desirable)
- Ability to use a multitude of outreach methods including phone, email and social media to generate interest in our service
- A naturally friendly and engaging telephone manner with exemplary email writing skills

NEXT STEPS:

If you believe this is the role for you, please send your CV to careers@midas-travel.com

ABOUT MIDAS TRAVEL

MIDAS Travel is in the top 40 of its sector, a Travel Management Company committed to providing premium business travel for financial, consultative and professional industries. Through empowering our people, driving innovative technology and delivering true expertise, our reputation for service sets us apart from the competition.

Our team have successfully retained clients since our company inception over 25 years ago, which is something we are very proud of. As a Business Development Manager your role will be key to helping us to grow our business as we work towards our goal of 'becoming the number one business travel partner for SME's'.