

Intrepid Group is a worldwide tour company specialising in small group sustainable travel. We operate trips in Asia & Pacific, Europe, Africa, South and Central America and the Middle East. Wherever we go in the world, we take a responsible attitude with us. We mostly take public transport, stay and eat in small-scale, locally-owned establishments, travel in small groups, and spread the word of sustainable tourism wherever possible.

We are looking for a Business Development Manager – Central USA, to represent us and work closely with our business partners and develop relationships and promote Intrepid. This is an ideal position for a passionate adventure traveller, travel consultant or an existing sales rep looking to progress to the next level. The successful candidate must be well travelled internationally and industry experience will be considered an advantage. This is an ideal position for someone trying to break into a travel industry sales role or a person currently in sales and now looking for excitement and growth within the industry.

The responsibilities include working 'on the road' promoting thrilling destinations to the retail travel industry. In addition, you will be responsible for developing business through promotional ideas and working with supporting agents.

This role reports to the *Senior Business Development Manager* and will work as part of the Industry Sales Team in North America of 7 people. This full time position based in *Chicago* and is available for an immediate start.

Please refer to the Job Description for further information.

**SALARY:** Will be discussed with short listed candidates!

**NOTE:** To apply you must hold appropriate citizenship or documents permitting you to reside and work in the USA.

To apply for this position, please email [nick.shuttleworth@intrepidgroup.travel](mailto:nick.shuttleworth@intrepidgroup.travel) answering the questions below, attaching your CV.

### **APPLICATION QUESTIONS**

1. Tell us **briefly** of your previous work experience to demonstrate your capabilities in each of these areas.
  - a) Qualifications and/or experience in sales or marketing ideally in a travel industry role
  - b) Personal and/or professional travel experience in over 5 destinations that Intrepid operate
  - c) Knowledge of the American travel market
  - d) Competent in use of Microsoft office products & internet
  - e) Please confirm you hold an American passport or on-going working visa (without restrictions)
2. What are the most important things you value or want to gain from your job? Why does this job attract you?
3. Can you describe a successful sales campaign you have created and delivered to increase sales through agencies/third parties? How did you go about it? How successful were you in generating new sales?
4. An agency has called and asked you to conduct a training session on a destination which you haven't travelled to. Intrepid sales have been nonexistent with this agency in the past. What would you do?
5. Can you tell us what you see as being important when building or maintaining a relationship with an external partner... can you use an example from your current job to explain your points?
6. If you were successful, when would you be ready to start?
7. Anything else you want to tell us to support your application?
9. Where did you hear about this vacancy?

Please send in your CV & application to *[nick.shuttleworth@intrepidgroup.travel](mailto:nick.shuttleworth@intrepidgroup.travel)*

**THE NEXT STEP** - We will short-list and interview the top candidates. Please note that due to the number of applications received; only those candidates short-listed will be contacted. Good luck!

**Intrepid Group**

**There's more to work than the job you're doing**