

Job Profile

Job Title	Head of Business Development - Spain	Job Family	<i>Sales and Distribution</i>
Entity	MPYT	Location	Spain
Corporate Level		Reporting line	CCO
Job Purpose Overview	The remit of the Head of Business Development is to promote and sell youtravel.com to any new potential customers within the Spanish & Portugese market.		
Key Responsibilities	<ul style="list-style-type: none"> • Highlighting and targeting potential new leads to buy from youtravel • Arrange face to face meetings with any new leads • Follow up these meetings with phone calls and second meetings if required • Feedback any noticeable market trends or opportunities that the business is missing out on • Update and manage the internal new business monitoring tool • Report back to management on weekly basis of diary and any important information • Work alongside the Key Account Management and support teams to ensure all new customers go live efficiently • Working alongside the Key Account Management to ensure all major accounts are optimized • Act as the senior level of support and face of the business for any major existing business • Highlight and grow any smaller member accounts to grow their overall business with youtravel • Attend any Agent or Company events • Attend required Trade Shows 		
Skills & Abilities	<ul style="list-style-type: none"> • Commercially driven • Strong communication skills • Strong strategic thinker • Strong team player • Ability to establish and grow a working relationship • Ability to thrive in a highly competitive environment • Ability to communicate ideas clearly and effectively both verbally and in writing • Stakeholder management skills including diplomacy and tact • Strong interpersonal skills and the ability to build relationships • Analytical skills and ability to successfully interact with employees and internal/external partners to solve problems and achieve goals • Strong time-management abilities and organisational skills • Resourceful, resilient, tenacious • Public speaking experience • Politically astute and mindful of the corporate agenda • Fast learner 		
Qualifications	<ul style="list-style-type: none"> • A strong academical background at graduate level 		

Knowledge & Experience	<ul style="list-style-type: none"> • Strong catalogue of industry contacts • Understanding of API and XML activity • Minimum 2 years in similar Business development or Account Management role • Demonstrated experience in Sales coordination and able to work remotely
Work Placement	<ul style="list-style-type: none"> • Field based role

This Job Profile sets out current responsibilities of the job holder that may vary from time to time without changing the general character of the position or the level of responsibility entailed.