

Job Profile

Job Title	Partnerships Manager	Job Family	<i>Sales & Marketing</i>
Entity	Youtravel LTD	Location	London, UK
Corporate Level	Senior	Reporting line	UK General Manger
Job Purpose Overview	The Partnerships Manager role is a senior management role within Youtravel, Based in our Central London office-The Partnerships Manager will be responsible for coordinating and leading all Youtravel marketing activity. Building solid relationships with Tourist boards and hotels and seeing all planned proposals through to fruition.		
Key Responsibilities	<ul style="list-style-type: none"> • Create and implement a high level Youtravel marketing plan for the next 12 month, To include <ul style="list-style-type: none"> ○ Minimum creation of 4 Youtravel fam trips ○ Youtravel branded roadshows across UK and Ireland ○ All Youtravel Website activity ○ All newsletter activity ○ All travel media activity • Establish great relationships with relevant tourist boards and hotels • Establish great relationships and agree a travel media 12 month plan • Act as brand ambassador within the larger global FTI group that Youtravel are part of, Including all Meeting Point International areas • Regular travel commitments to our global offices and other overseas events • Manage and grow the Marketing team, Agree strong KPIs and monitor performance effectively • Represent Youtravel at all Global Tradeshow • Regular internal updates to all Sales and Operational departments • Create and implement a partnerships budget for the next 12 months and beyond • Liaise and build a great relationship with Dubai based Commercial team of Youtravel 		
Dimensions/ scope	<ul style="list-style-type: none"> • Be brand aware of Youtravel and advise and act in accordance with company's requirements. 		
Skills & Abilities	<ul style="list-style-type: none"> • Be able to work under pressure delivering multiple tasks to deadline • Problem solving • Ability to communicate ideas clearly and effectively both verbally and in writing • Strong interpersonal skills and the ability to build relationships • Excellent organizational skills • Ability to collaborate with a range of internal departments as well as external businesses • Strong team management skills • Team player • Can do attitude • Great customer facing personality • Strong relationship builder • Able to manage up and down effectively • Strong content builder • Great marketing skills 		

Qualifications	<ul style="list-style-type: none"> • A good academic background • English to A level standard would be an advantage • Marketing / Business Studies
Knowledge & Experience	<ul style="list-style-type: none"> • Experience within the Travel Industry essential at a good management level • Budget focused individual, aware of impact of costs and income • B2b marketing understanding preferred • Good IT literacy (proficiency in Microsoft Office, bulk Emailing software programs, Web based design applications and databases / Content management solutions)
Special Working Conditions	<ul style="list-style-type: none"> • Based in London office • Regular travelling essential • Flexible working conditions

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.