

Intrepid Group

Sales Partnerships Manager – North America JOB DESCRIPTION & ACCOUNTABILITIES

NAME:		REPORTING TO:	Commercial Director – EMEA and Americas
POSITION TITLE:	Sales Partnerships Manager – North America	DIRECT REPORTS:	N/A
DEPARTMENT:	Management	LOCATION:	US/Canada (Flexible)

ABOUT INTREPID GROUP:

The Intrepid Group is a purpose-driven organization that is the world’s largest adventure travel company and travel B-corp. The Intrepid Group now comprises of four tour operator brands, more than 20 destination management companies, a not for profit foundation and over 1,800 global staff and leaders. In 2018 we became the world’s largest travel B Corp, which means we are committed to be a business that benefits both people and the planet. Headquartered in Melbourne, Australia, Intrepid Group, known best for their hero brand Intrepid Travel, has two North American offices in Toronto and New York City.

The North American Region is the fastest growing region of the Intrepid Group. The North American Team is a highly collaborative and dynamic team focused on growing the Intrepid Group in North America with the US being the largest target market.

POSITION PURPOSE:

We are currently looking for a Sales Partnerships Manager to join our North American team.

The Sales Partnerships role reports to the Commercial Director EMEA and Americas and is designed to grow top line revenue through the development of strategic Sales Partnerships. The role will be responsible for sourcing, developing and executing all strategic sales partnerships in North America.

This individual will demonstrate an expert ability to pitch partners and develop new opportunities that both drive revenue and grow the IG brands. This includes but is not limited to partnerships with the world’s largest and most well aligned brands, retailers, Tourism boards, Universities and more. You will demonstrate an ability to execute and manage multiple projects on a deadline, with a focus on driving revenue and brand alignment.



Intrepid Group

As the external face of the Intrepid Group, you are passionate, driven, strategic thinker, able to work both collaboratively and autonomously and live and breathe the Intrepid Group values as you develop and implement our Sales Partnerships plan to achieve our regional goals.

Given the role is responsible for establishing strategic partnerships across North America, the role can be based anywhere in North America and report remotely into the Commercial Director based in London.

The **Sales Partnerships Manager's** key priorities include:

1. Source and execute strategic Sales Partnerships to drive Sales growth
2. Raise the Intrepid Group's brand profile in North America through strategically aligned partnerships
3. Develop the North American Partnerships strategy.
4. Develop KPIs and report on ROI.
5. Push our purpose beyond profit message through sales partnerships

QUALIFICATIONS AND EXPERIENCE

- A bachelor's degree or equivalent
- 5+ years of strategic sales/partnership experience
- Strong network of North American brand, retail, e-commerce or travel partnership contacts
- Expert interpersonal and relationship building skills
- Travel industry experience, preferred
- Results driven with a strong commercial acumen
- Experience working across multiple functions
- Experience in managing budgets
- Strong leadership and teamwork abilities

OTHER SKILLS AND ATTRIBUTES

- Ability to identify and pitch for new business opportunities
- Focus on ROI and commercial aspects of establishing partnerships
- Highly self-motivated, willing to experiment, thrives on change
- Ability to identify opportunities and think quickly and strategically
- Strong understanding of the needs and wants of the North American traveler
- Great interpersonal skills and the ability to work with cross-functional teams
- An understanding of and belief in Intrepid Group's core values & style of travel

OPERATIONAL ACCOUNTABILITIES OF ROLE	BENCHMARK MEASURE
<p>Revenue Growth Grow revenue from partnerships in the region</p>	<ul style="list-style-type: none"> • Revenue from new partnerships • % growth in sales on last year Revenue from new partners
<p>New Business Development Identify, pitch to and win new business partners across the region</p>	<ul style="list-style-type: none"> • Number of partners identified and approached per month • Number of new partners signed • New partners connected to IG business effectively and generating sales revenue
<p>Partnerships Strategy Developing the North American Partnerships strategy and budget for the Intrepid Group brands</p>	<ul style="list-style-type: none"> • Create KPIs and commercial performance goals around partnerships • Allocate the budget to achieve acquisition and brand goals
<p>Reporting and analysis Monitoring, analysis and accurate reporting of partners, sales and KPI's across distribution partners in region</p>	<ul style="list-style-type: none"> • Weekly trading report • Monthly sales summary vs KPIs • Maintain and update accurate and detailed new and existing partner list
<p>Represent Intrepid Group Represent the business and live our company values at consumer and trade shows, in partner meetings and in the industry</p>	<ul style="list-style-type: none"> • Positive partner feedback • Trade shows attended successfully • Industry events attended successfully
<p>Responsible Business / Purpose Beyond Profit Understand Intrepid Group's 'Purpose beyond Profit' philosophy and contribute to the achievement of the social, environmental and Intrepid Foundation goals as set by IG each year</p>	<ul style="list-style-type: none"> • Achieve Purpose Goals as relevant.