

## Business Development Manager/Director\*

*Depending on experience*

Do you know your OTA from your ITO? Are you a travel and tourism industry lover with a passion for changing the way things are done? This exciting opportunity will have you join a young, ambitious and expeditious team at the start of their journey.

### About That's The Ticket:

That's The Ticket is a tourism consultancy group of Sales & Marketing professionals, born out of a desire to help the travel, leisure and tourism industry and all the businesses that will need to redefine their marketing strategy following the pandemic.

Bringing extensive B2B, travel trade and e-commerce experience, as well as design, copywriting and website expertise, the team work together to help venues realise and achieve their full potential, by offering:

- Sales Plans
- Marketing & Media Plans
- Distribution & Contracting
- Graphic Design & Artwork
- Social Media Content
- Website Development
- Ticketing, Integration & Technical Support
- Travel Trade Representation

The pandemic is the most significant challenge that travel and tourism has faced in recent times and, following sustained closure, some businesses may have lost their Sales & Marketing staff or can no longer afford monthly retainers. That's The Ticket offers an alternative marketing solution for those struggling with the change and needing to cut costs

### About The Role:

In this Business Development role, you will be responsible for increasing company revenue by identifying and developing new business opportunities as well as expanding brand presence. You'll be building, followed by leading, a cross-functional team, managing existing client partnerships, and evaluating That's The Ticket company goals.

You will need to;

- Build solid relationships with clients, suppliers and distributors, as well as their sales and marketing teams.
- Develop in-depth knowledge of company offerings to identify profitable business opportunities (both for our clients and TTT).
- Direct marketing efforts and suggest strategies to expand market share.
- Assess marketing and sales, recommending improvements as needed (both for our clients and TTT).
- Research emerging trends and recommend new company offerings to deliver clients' needs.
- Develop and manage strategic partnerships to grow clients' business models.
- Present business or marketing opportunities to company executives and management.
- Prepare client proposals.
- Bring a very strong commercial mindset.
- Impeccable communication skills are essential.

Ideally, you will have a degree or equivalent experience in business, marketing, or other related fields. You will have demonstrable experience of working with or for a travel trade brand on a visitor journey, as well as demonstrable experience working with or within the attraction, leisure, travel and tourism sector. You must have excellent leadership and management skills, effective communication and negotiation skills, and strong business acumen.

**Salary:**

Up to £40,000 per annum, depending on experience.

**Office:**

Working from the Barnes office (The Old Power Station) 3 days a week, working home 2 days a week.

**How To Apply:**

Email Emma-Jane Nutbrown, [emma@ttticket.co.uk](mailto:emma@ttticket.co.uk), with your cover letter and CV.  
Applications close 14th August 2021.