

Job Description Head of Adventure Tours

The Dragon Trip Group is recruiting a leader for our adventure tours brands, **The Dragon Trip** and **The Coyote Trip**. The role will be based in our London office.

The company operates three brands across the youth travel space:

- The Learning Adventure (school trips for university and school students)
- The Dragon Trip (adventure tours for backpackers in Asia)
- The Coyote Trip (adventure tours for backpackers in North America)

All brands are youth-focused and share the same mission: to expand minds through transformative travel experiences. This role is focused specifically on the **adventure tour brands** and overseeing their development across all areas.

We're seeking someone who is an exceptional leader, a strong communicator and able to execute ambitious growth strategies. They will need to build systems, overcome challenges faced during rapid expansion, be the face of the brands for our staff, clients and partners and be passionate about the positive impact travel can have on young people.

Responsibilities:

- **Oversee all teams across global offices:** Ensure that our sales and marketing teams in London, operational teams in Asia are firing on all cylinders and are happy, motivated, and producing good results.
- **Ensure quality:** Work with teams to ensure that as we grow, our product quality remains consistently excellent.
- **Growth focus:** Work alongside the sales team to capitalize on opportunities across the travel sector within our industry.
- **Financial acumen:** Ensure that all products are contributing to the profitability of the adventure tours' department, and identify further opportunities to develop ancillary income.
- **Represent the business:** Be a senior managerial face of the company to our teams, and also to our key clients and partners. If there has been an emergency in a particular region and we need a highly responsible manager to go into handle the situation on the ground, you may be chosen to go there and provide support.
- **Team player:** As part of the overall company's senior leadership team, you'll work alongside colleagues from the school trips brand and our central services team.
- **Travel:** You will be expected to spend at least 4 weeks a year in our Vietnam office.

Competencies:

- **Managerial excellence:** Oversee a team of more than 20 people across global offices.
- **Strategic ability:** Work alongside company directors to make bold but smart strategic decisions, which achieve our growth objectives and are aligned with our values and mission.

- **Communication ability:** Work with and inspire teams across a variety of departments. Communicate company messaging to key clients.
- **Operational ability:** Effectively execute plans, in an organized and efficient way.
- **Sales awareness:** Implement a sales plan and lead the team to continued growth.

Experience:

- At least 7 years working in travel- with some leadership experience and ideally some sales experience.
- Ideally a knowledge of the youth travel sector in Asia.

What you get from us:

- **Responsibility.** Freedom to execute on your ideas, plan your own schedule and build the change you want to see in the organization.
- **Support.** We'll invest time in you to allow you to succeed. It is important to us that our team members develop professionally during their time with us.
- **Opportunity.** We are a rapidly growing company in our space and work hard to recruit internally. We expect to move from a medium to large sized entity within 5 years and you will be in the top level of management.
- **Fun, growing team:** The global offices are growing – be part of the action and grow alongside us.

Terms:

- Reporting to a company director.
- Competitive salary, depending on experience (£60,000-£75,000 + commission)

How to apply:

- Send your resume and brief self-introduction to: alex.seigel@thedragontrip.com.

London

The Dragon Trip,
133 Whitechapel High Street,
London E1 7QA
+44 (0)20 3817 5974

Shanghai

Rm. 202, Building 4, 689 Xinhua Rd,
Baoshan District, Shanghai, PR China
上海市宝山新沪路689号4号楼202室
+86 021 61 50 32 00

Boston

The Dragon Trip,
51 Melcher St,
Boston, MA 02210
+1 617 500 8578