



Job Description – The Dragon Trip Group Head of Sales

The Dragon Trip Group is recruiting a Head of Sales to oversee the planning, implementation, managing and running of all the company's sales activities globally. This role is based in our London office.

Our 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 tour operators which share the same mission: to expand minds through transformative travel experiences.

We're seeking someone who is a sales pioneer, and can manage multiple sales teams across the globe. We need a business development dynamo, a sales guru - and someone who can inspire significant growth.

Responsibilities:

- **Oversee sales teams:** We have a growing number of sales teams across the globe. The Head of Sales will be responsible for the sales teams' structure, KPIs, and enabling them all to hit targets.
- **Form part of the Leadership Team:** Be the commercial voice at all major strategic meetings.
- **Develop our systems for growth:** Take a lead in ensuring the company is ready to double or treble in size.
- **Communication:** Provide commercial updates to the team, Head of Sales and Board of Directors.
- **Business development:** As Head of Sales, represent the company in meetings with key clients, bringing on board new partners in the adventure tour and educational space.
- **Represent:** Be a senior managerial face of the company to our teams and other key stakeholders such as shareholders and investors.
- **Commercial acumen:** Take responsibility for the ancillary income and other opportunities around the sales process.

Competencies:

- **Managerial excellence:** You will be able to oversee high performing sales teams.
- **Sales experience:** You'll need experience of successfully selling yourself and managing sales teams.
- **Strategic ability:** You're able to work alongside the Leadership Team and other senior managers to make bold but smart strategic decisions which achieve our growth objectives, and are aligned with our values and mission.
- **Communication ability:** You'll work with and inspire teams across a variety of departments.



Experience:

- You'll have at least 8 years working in sales, and experience in senior managerial roles (ideally within the travel sector)
- You'll have demonstrated a passion for travel and/or international education.

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. We expect to move from a medium- to large-sized entity within 2 years and you will be in the top level of management.
- **Fun, growing team:** Be part of the action and grow alongside us.

Terms:

- Reporting to the CEO.
- Based in our London, UK office.
- Competitive salary.

How to apply:

Send your resume and a brief self-introduction to: lucy.west@thedragontrip.com.