

Business Development Associate - Travel Industry

Miami, FL (must be eligible to work in USA)

Compensation: up to **\$60,000 Annually (plus commission)**

Employment Type: **Full-Time**

We believe in Passion for the Customer, Integrity, Excellence, Leadership, Innovation, and Teamwork. It's at the core of who we are. If you are looking to use your talents with a focused, engaged, and progressive organization and aspire to make a difference, we want you on our team!

JOB DESCRIPTION

Due to growth we have an excellent opportunity for an experienced **Business Development Associate** to join our successful sales team. The **BDA** will spearhead the growth of small to mid-size business travel by sourcing, selecting and securing small to medium size corporate travel accounts. This position will give you an opportunity to be a part of a growing and dynamic company by developing and managing professional business relationships with assigned independent agencies

As a Business Development Associate, you will work to solicit new business prospects and new agency appointments. You will lead the sales process and coordinate agency planning. Responsibilities include developing new business, conducting agency calls, monitoring agency performance, and facilitating the sales process by coordinating with internal and external partners.

JOB REQUIREMENTS AND OVERVIEW

- Minimum of 10 years' prior travel industry experience, preferably in agency recruitment, supplier retention.
- A track record of successful sales experience demonstrated by specific achievements
- Prior experience with cold calling and/or generating sales and leads externally in a corporate environment
- Excellent verbal and written communication skills
- Must be able to present and influence credibly and effectively with both internal and external customers
- Proficient in Microsoft Office Products and be able enhance business results by the use of technology
- Some travel will be necessary
- Bachelor's degree preferred