

Job title:	General Manager BTUK and Europe	Employment status:	Permanent
Department:	UK Sales office	Date to start:	TBA
Report to:	Deborah Youl – DOSM	Job Location:	Wimbledon, London, UK

The role of the GM for the UK and European market will be primarily to manage, motivate and develop the existing sales team whilst working towards achieving the annual budget. You will have excellent Business Development skills and together with your team succeed in acquiring and retaining new leisure, MICE and Educational Travel (ETA) business as well as lead and grow the B2C channel.

Key responsibilities:

Leading a winning sales team

- Work with the senior management team to develop business plans and annual budgets that will deliver growth for all sectors of the UK and EU business
- Develop, agree and monitor KPIs for each team member that feed into the annual budget
- Create a winning culture within your team and spend time motivating, inspiring, recognizing, rewarding and sharing information with BDMs
- Steer your teams to follow the set Business Development and Account Management processes to enable growth of new and existing business
- Identify opportunities to increase market share, develop new accounts & explore potential new markets and revenue streams.
- Conduct monthly strategy sessions with your team to develop sales plans and explore new sales opportunities
- Establish clear communication systems with all Country Managers to enable growth for all operational countries from the UK and EU
- Establish clear communication with the product and marketing teams to understand and deliver each teams focus and use these to build sales plans around
- Lead by example and inspire your sales team to reach their full potential whilst Account managing key partners
- Work closely with the Financial teams to deliver clear and concise monthly financial reports
- Work closely with the financial team to comply with all UK licence laws
- Work closely with the B2C division of the office ensuring monthly targets are set and exceeded
- Promote Buffalo values and culture
- Plan and lead successful trade shows

QUALIFICATIONS AND SKILL REQUIREMENTS:

The successful applicant might be educated to degree level, with an excellent sales and Business Development background and a strong knowledge of the UK travel industry. Experience working in the European market and travel experience throughout Asia is highly desirable. The successful candidate must have excellent communication skills and be commercially-minded, a strong leader and negotiator with a proven ability to grow business in a B2B environment.

Location: Wimbledon, London, with some travel in Europe

To apply for this role, please email your CV, covering letter and current salary to Angeline Yet angeline.yet@sg.fcm.travel