

We're Hiring

Business Development Manager

Reporting to: Head of
Commercial & Marketing

Responsible for business development activities, with a strong focus on customer acquisition and airline partnerships in the UK and Europe, growing profitable revenue for Paxport Group.

Join the Paxport Group.





About Us

Beginning in 1994, Paxport had a total commitment to delivering technology that makes a real difference to our customers. Today we serve over 80 airlines and 250 travel businesses across Europe.

Paxport is a travel solutions and global merchandising system provider dedicated to simplifying and managing our customers' most mission critical operations.

We specialise in ancillary merchandising services, comprehensive distribution and digital payments. Our industry-recognised platform increases efficiency, sales and profitability while enhancing the traveller experience as our customers navigate the fast-changing, complex and competitive world of travel.

We understand how our customers operate and the services they offer, and we're committed to providing the ultimate behind-the-scenes technical support that empowers customers to do what they do best.



Overview of this role:

Responsible for business development activities, with a strong focus on customer acquisition and airline partnerships in the UK and Europe, growing profitable revenue for Paxport Group.

The BDM drives the perception of our business in the market and ensures that we deliver across all areas, acting as the sales, commercial escalation and strategic contact for our prospects and customers.

Core responsibilities are:

- Build, manage and develop a substantial new business pipeline, ensuring that all activity is accurately documented and kept up to date by maintaining CRM and following Paxport's minimum standards.
- Actively and professionally manage the entire sales cycle from lead generation, to prospecting, preparing value propositions, negotiation and closing commercial agreements
- Respond to tenders, RFPs and other requests for information in a timely and organised manner
- Work with and provide input to the Head of Commercial & Marketing to aid the prioritisation of internal areas of the business and importantly, to drive strategic product opportunities which contribute to the growth of new revenue streams
- Be fully aware and accountable of sales targets, making sound and profitable commercial decisions, to identify and close opportunities to increase revenue in successful new business acquisition
- Achieve personal objectives and provide a significant financial contribution to Paxport's overall commercial objectives. With a section of existing customers and suppliers, upsell products and services to increase revenue and share of wallet
- Input into the development and implementation of a sales and account management strategy across Paxport's target markets, ensuring that any recommendations are supported by clear and identified ROI
- Work closely with colleagues from around the business to maximise cross-selling opportunities and to contribute positively to the achievement of team objectives, adopting a 'one team' mentality and working as a true team player



Apply by sending your CV along with a cover letter to hr@paxport.net



Authority:

- Mid Level

Core competence needs:

- **Commercial Acumen:** professional sales person with a focus on and hunger for delivering results and growing business
- **People Skills:** including open dialogue, leadership, challenging the status quo
- **Strategic Thinking:** commercial development strategy, market awareness, and ability to think outside the box
- **Experience:** proven experience in B2B sales within the travel industry, with an ability to position technical solutions consultatively. Experience with travel technology and airline distribution

Benefits:

Please note all successful candidates will be subject to satisfactory references and pre-employment screening checks (basic criminal record check, identity check, adverse financial check, Right to Work documents).

In exchange for your commitment and talent, we offer a challenging, fun and stimulating working environment with a wide range of benefits including;

- Industry competitive salary
- 25 days holiday per year plus all bank holidays applicable in England & Wales
- A company pension scheme
- Perkbox Benefits - Including instant access to a GP, a weekly treat and endless shopping / discount schemes
- Cycle scheme Salary Sacrifice
- Free eye tests and flu vaccinations
- Gym/fitness subsidy
- Hybrid working options
- Regular social activities and events throughout the year



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Ready to join us? Apply now.



Please send through your resume along with a cover letter to our HR team.

We look forward to hearing from you.

Contact: hr@paxport.net

