

Partnerships and Business Development Manager

Remuneration:	R35000 - R45000 per month negotiable basic plus commission
Benefits:	Fully remote work environment, attractive travel incentives for you, your friends & family, flexible working hours
Location:	Cape Town
Remote work:	Only remote work
Education level:	Diploma
Job level:	Mid/Senior
Type:	Permanent
Company:	Viatu

Job description

As a highly motivated partnership and business development manager at Viatu, you will play a key role in driving growth and building strategic partnerships that propel our startup forward. You will have the chance to leverage your creativity, strategic thinking, and relationship-building skills to identify new opportunities and forge valuable partnerships for the exciting next stage of our startup journey.

About Viatu:

At Viatu we're dedicated to transforming the way people experience travel. With our technology, we automate the booking process for itinerary-based travel. Our mission is to create unforgettable sustainable adventures for travellers around the world. As a fast-growing travel startup, we're committed to innovation, and sustainable tourism that is good for people and the planet.

Values:

Innovation is at the heart of everything we do at Viatu. We are constantly challenging ourselves to find new solutions and craft better travel experiences for our guests. We wake up excited about the challenges ahead and ready to make a change. We take calculated risks because we believe that change is positive and fosters progress. Progress is important to us because only through progress can we make travel more sustainable and enjoyable for everyone.

Role and responsibilities:

As our partnership and business development manager, you will join our leadership team and oversee all aspects of our lead generation and marketing strategy. You have at least three years of relevant experience in deploying successful growth strategies and a proven track record of growing revenue in a fast-paced environment:

- Identifying and closing new business opportunities: Develop and implement comprehensive business development strategies to drive lead generation and revenue growth. Identify and develop new B2B partnerships with hotels, lodges, influencers, event organisers, conferences, travel platforms and loyalty programmes stakeholders in the travel industry.

- Pipeline management: Develop and manage a business development pipeline to ensure timely follow-up, accurate forecasting, and consistent communication with prospects and partners. Track activities, monitor progress against targets, and identify opportunities for optimisation and improvement.
- Building relationships: Build and nurture strong relationships with our industry partners. Collaborate with our marketing and sales teams to develop strategies to grow existing partnerships.
- Product development input: Contribute to product development by incorporating feedback from our partners, customers, and industry trends. Collaborate with cross-functional teams to ensure that Viatu's offerings adapt, enhance competitiveness, drive lead generation, and increase revenue growth.

Compensation:

- Base compensation: Monthly gross salary R35,000 - R45,000
- Performance bonus: Attractive additional incentive based on target achievement

The good stuff - As part of our team, you will enjoy:

- Fully remote work environment - no need to commute or sit in traffic
- Working in an international and dynamic environment that nurtures your personal and professional growth
- Working on exciting projects with some of the world's leading brands in tourism
- Working with the most talented and motivated minds in our industry, including former Googlers, Booking.com engineers, and Rocket Internet executives
- Having flat hierarchies and agile decision paths
- Having a competitive compensation package with long-term incentives and stock options
- Getting access to attractive travel incentives and educationals for yourself and your family
- Having flexible working hours and the option to work remotely
- Having a direct impact on people and planet in the destinations we operate in

Location and reporting:

Our ideal candidate is based in Cape Town, South Africa. You will report directly to the CEO and have frequent interactions with our management team.

**Viatu is an equal-opportunity employer and values diversity. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.*

Required:

- You have a bachelor's degree in business administration, marketing, or a related field
- You have 3+ years of experience in business development, partnership management, or related roles
- You have a proven track record of success in driving revenue growth and securing partnerships
- You have in-depth knowledge of a modern CRM system and the ability to automate and design processes
- You excel in communication, whether it's in person or over the phone, and you possess the ability to craft compelling and visually captivating presentations
- Previous experience in a startup or scale-up is a major plus
- A strong network of contacts and relationships in the travel and tourism sector is a plus
- You have a genuine passion for travel and a desire to change it for the better

Company Description

Viatu is the next-gen travel platform that lets you design and book your next adventure of a lifetime all in one place. Thanks to our technology we enable travellers to explore previously inaccessible destinations with ease and book them with confidence like the Gorilla trekking in Rwanda, Hiking the dunes in Namibia, or witnessing the world's best safari during the Great Migration. With Viatu we promote nature-based travel ensuring that travel remains a positive force for people and the planet alike.

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