

Global Business Development Manager

Events & Destination Management

Location

Flexible / Hybrid

Kings Cross or Stratford, London preferred (or Nottinghamshire / Leicestershire), with UK & Ireland travel as required.

About Us

We are a premium UK & Ireland inbound destination management and global events event group specialising in incentive travel, conferences, meetings, VIP experiences, corporate events and luxury group travel.

Alongside our inbound DMC brands across the United Kingdom and Ireland, we deliver exceptional programmes for international corporate clients, agencies and global organisations.

A key part of our offering is our integrated in-house production capability, including videography & media production, print, design & promotional merchandise, branded event collateral and creative support.

A Visionary Growth Opportunity

This is an exciting opportunity to join a growing international brand at a pivotal stage of expansion.

We are looking for an experienced and commercially minded individual who wants to play an active role in shaping future growth, developing new revenue streams and helping expand the company's international presence.

The successful candidate will have the opportunity to make a genuine impact within the business and help influence the future direction of the group alongside senior leadership.

The Role

This is a high-impact sales and relationship management role focused on generating new business opportunities within the MICE sector, corporate events industry, incentive travel market and agency space.

You will be responsible for identifying, developing and securing new inbound and outbound event and destination management business opportunities across the UK, Ireland and international markets.

The role also involves promoting our wider in-house production ecosystem, including videography, media production, print, design and promotional services.

Key Responsibilities

- Generate new outbound and inbound MICE and corporate event business opportunities across the UK, Ireland and international markets
- Develop relationships with international agencies, corporate buyers and event planners
- Identify new market opportunities and strategic partnerships
- Prepare proposals, pitch decks and commercial presentations
- Attend networking events, trade shows and client meetings
- Promote the company's integrated in-house production and creative capabilities
- Manage sales pipelines and lead conversion activity
- Work closely with operations and production teams during proposal stages
- Support site inspections, FAM trips and client visits
- Maintain strong CRM and account management standards

Experience & Skills Required

- Minimum 3–5 years' experience within destination management, MICE sales, corporate events, luxury travel, hospitality sales or a related sector
- Proven business development and sales experience
- Strong understanding of the UK & Ireland inbound market
- Excellent communication and presentation skills
- Commercially minded with strong negotiation ability
- Ability to work independently and proactively
- Strong client relationship management approach

Preferred Qualifications

- Additional language skills would be advantageous, but are not essential
- Existing industry relationships within the international MICE or agency sector would be beneficial
- Experience working with international clients or inbound programmes is desirable

What We Offer

- Opportunity to join a growing international destination management group with global expansion plans
- Exposure to global clients and premium projects
- Career growth and progression opportunities
- Flexible working structure
- UK & international travel opportunities

- Participation in global FAM trips and industry networking events
- Potential opportunities to attend and exhibit at international trade fairs
- Exposure to integrated in-house videography, media, print, design and promotional production services

Salary & Benefits

- Competitive base salary in the region of £40,000 – £50,000 depending on experience
 - Uncapped performance-based commission and bonus structure with strong earning potential
 - Realistic additional earnings of £20,000+ achievable through successful business development performance. Uncapped.
 - Career progression opportunities within a growing international group
 - Flexible and hybrid working environment
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Employment Type

Full-time

Permanent

To Apply

Please send your CV and a short introduction outlining your experience and interest in the role.