



Business Development and Training Manager - Europe

The American Queen Steamboat Company and Victory Cruise Lines (part of the Hornblower Group in the USA) are looking to expand their international business in Europe and are seeking a Business Development and Training Manager to grow the already established markets in Germany, Switzerland, France and the Benelux regions. The role will entail working independently to build trade and consumer sales volumes along with creating brand awareness of the river and cruising products in the respective countries.

The Business Development and Training Manager will be responsible for developing new business and maximising the commercial awareness of the brands, following the changes in the market created by the Covid health crisis. He or she will report to and work closely with the International Sales Offices in UK and Sales Director in USA.

The successful applicant will be based in Germany and would be expected to spend 70% of the time 'on road' visits, meeting potential new accounts and carrying out training for agents and tour operators (Covid restrictions allowing). An attractive salary and benefits are offered along with a performance related bonus scheme.

Management Approach

- Lead, motivate and direct activity as appropriate to achieve short, mid and long-term sales targets.
- Research and develop new trade and consumer business
- Provide sales training (onsite or online) for the trade and represent the company at trade and consumer events
- Ensure all sales administration is carried out in an accurate and timely manner
- Regular reporting to the International Sales Office on current and future trading in line with budgets
- Ensure full compliance with the company policies on expenses, entertaining and other relevant policies
- At all times be professional and an ambassador for the brand, internally and externally

Experience and Skills

- 5 years' experience in the travel industry Sales Management or Business Development role
- Experience in the cruise industry a benefit
- Good numeracy and Microsoft Office skills
- Proactive and keen to drive viable new initiatives
- Commercially creative and astute

- Strong sales account management and presentation skills
- Ability to work independently and within tight timelines
- Highly organised, driven and motivated individual
- Strong communication skills and ability to build strong relationships internally and externally
- Fluent in speaking and written English and German (French an advantage)
- Excellent energy and enthusiasm
- Driving Licence and use of vehicle
- Good sense of humour

Commencement date Spring 2021. Full job description will be provided on application.
Interested parties should email their CV by 31 March 2021 to the below address.

Rupert Thomson (Director – International Sales Office)

Email: r.thomson@aqgsa.com

Tel: 00-44-1223-568904

www.aqsc.com www.victorycruiselines.com