

REBECCA ADVENTURE TRAVEL is an innovative tour operator, focused on authentic trips in Ecuador, Peru & Colombia, based in Cumbayá, Quito-Ecuador.

JOB DESCRIPTION COMMERCIAL BUSINESS DEVELOPER

As a Senior Commercial Business Developer, you are mainly responsible for developing a commercial strategy covering all segments and channels to maximize total revenue and profit performance for the Financial, Sales, Operations and Marketing departments. You work full time, one day from home and the rest from our office in Cumbayá.

TASKS & RESPONSIBILITIES

- ❖ Planning and execution of the commercial strategy, supporting the Sales and Marketing team, aiming to accelerate growth.
- ❖ Evaluate and identify business opportunities; trade shows, associations, and certifications. Act to acquire leads and manage client relationships (new and existing).
- ❖ Experience in multiple disciplines with high knowledge of Marketing, Sales and E-commerce.
- ❖ Work with the Finance, Sales, Operations and Marketing supervisors to ensure profits are maximized in line with set targets.
- ❖ Build and maintain profitable partnerships with key stakeholders & press.
- ❖ Monitor performance of commercial and marketing activities using key metrics and prepare reports for senior management.
- ❖ Sustainability & community-based, responsible travel development.

NECESSARY SKILLS

- ❖ Excellent written and creative marketing communication skills in English.
- ❖ At least 3 years of experience managing a sales, marketing, or commercial team, preferably in the travel industry environment.
- ❖ At least 5 years of experience in a revenue-generating or commercial services role, presenting sales and marketing plans to senior-level executives.
- ❖ BSc degree in Digital Marketing, Business Management, Economy, Project Management or relevant fields.

THE IDEAL CANDIDATE

- ❖ Excellent organizational and leadership skills.
- ❖ Work experience or affinity with North American and European markets.
- ❖ Lives in Cumbaya (desired).

To apply, please send your CV and motivation letter to hr@rebeccaadventuretravel.com