

## **Business Development Manager**

Following recent developments at Traverse Events and Traverse Connect, we're now looking to expand our team with the addition of a Business Development Manager.

This is a great opportunity to join an exciting, innovative and fast growing start-up. We're looking for hard-working, competitive and self-motivated individuals. The successful candidate will have experience in a business development/sales environment, ideally in a digital based role. You'll be responsible for helping to build new relationships and developing new partnerships for both the Events and Connect sides of Traverse.

Excellent time management and interpersonal skills are essential for this role, and the ideal candidate will also be comfortable working by themselves as well as with the support of the wider Traverse team.

### **Desired experience and skills**

It would be desirable for candidates to tick some or all of the following boxes.

- Experience in a B2B sales role.
- Experience in finding and managing new business.
- Digital marketing experience, ideally within the influencer and content industries.
- Experience in an agency environment, working with multiple clients and across several projects at once.
- Travel industry experience.
- Event or project management exposure in a professional or personal capacity.

### **What we offer**

You'll be part of a young and growing team based in London. At Traverse we put ourselves at the forefront of digital marketing and events, meaning that we're in an environment that is constantly changing and evolving. As well as offering a great all round role at Traverse, we also offer:

- Flexible working hours, although sometimes core hours will be required.
- An incredibly varied day to day role.
- Flexible holiday time, with the opportunity to work away from London to increase time away around holidays or weekends.
- Personal and professional development.
- A relaxed working environment that can include days in coffee shops, offices, working from home and even the occasional pub office day...
- Opportunities for global travel.

This would initially be on a 12 month contract, salary is negotiable and likely between £25,000 and £30,000 PA plus commission.

**To apply please email an up to date copy of your CV as well as a short covering letter to [info@traverse-events.com](mailto:info@traverse-events.com).**