

ANGAMA

BUSINESS DEVELOPMENT REPRESENTATIVE **North America**

Angama is recruiting an industry professional for the full-time position of a Business Development Representative. This is a new and exciting opportunity to join a growing business and play a key role in expanding one of the leading independent safari brands on the continent.

The successful candidate's primary role will be to grow Angama's presence and reputation with the North American travel trade.

The ideal candidate will be highly-motivated and who:

- Is highly articulate both in the written and spoken word
- Is a great networker and conversationalist and enjoys the company of others
- Is self-confident and proud to represent Angama
- Is naturally empathetic and easily holds others' concerns
- Agrees that a good reputation and strong integrity are vital to building relationships
- Is continually curious about the travel industry and closely follows new trends
- Understands that hospitality is a 24/7 industry and that guest delight is everyone's responsibility
- Can keep their sense of humour and sense of fairness at all times
- Can seamlessly adapt to differing requirements of trade partners
- Is able to travel regionally for a minimum of 10 weeks per annum, and to Africa at least twice a year for a minimum of two-week periods
- Has a high work-ethic and is able to work independently and remotely
- Is purpose driven, and motivated to work within an impactful business
- Is aligned with Angama's values of Ubuntu, Respect, Honesty, Courage and Joy

Day-to-day responsibilities include:

- The stewardship of Angama's relationships and reputation with the North American travel trade
- Presenting the Angama story both in-person and digitally
- Travelling locally for one-on-one sales calls with the travel trade, as well as abroad to Angama properties
- Representing Angama at trade shows
- Growing the Angama brand through strong relationships and reputation
- Data capturing and growing Angama's trade database

Candidates who meet the following requirements will be at a distinct advantage:

- A natural ability to tell stories
- Well established relationships with the North American luxury travel trade
- Is well-travelled, especially in Africa
- Understands the complexity and sensitivity of the travel industry's distribution channels
- A relevant qualification with at least 2 years' post-degree experience in the tourism or hospitality industries

Remuneration will be market related for a position of this standing. Interested applicants who are able to demonstrate the required attitude, skill and experience are encouraged to submit their CV, a supporting note and an informal video of no longer than 2 minutes to businessdevelopment@angama.com

ABOUT

Swahili for 'suspended in mid-air', Angama offers high-touch safari experiences in one-of-a-kind locations across East Africa. Innkeepers at heart, the team finds joy in looking after guests and reconnecting them with the natural world. To create opportunities and make a tangible difference to the communities and ecosystems it operates in, Angama leases from landowners, hires locally and supports education, healthcare & conservation projects through its Foundation.