

## **Business Development Executive**

### **About Travel Places**

Travel Places is a specialist travel management company with over 45 years of experience delivering bespoke travel solutions for the sports and media industries. We are trusted by some of the world's most high-profile teams, brands, athletes and production companies to manage complex travel logistics with precision, care, and discretion.

### **Role Overview**

Travel Places has enjoyed rapid growth through our strong reputation and referral base. We are now looking to accelerate that growth with the appointment of a Business Development Executive, capable of developing new opportunities across the sports, media and creative industries.

The Business Development Executive will have the responsibility of profiling the opportunity across each of our sectors, increasing the brand awareness of Travel Places, developing and building relationships with prospects, and maintaining the market knowledge through the CRM.

The right candidate will have a good understanding and aptitude for B2B sales, and will be confident working a results-driven approach.

### **Key Responsibilities**

- **Lead generation and prospecting:** Identify and target new business opportunities within the sports and media sectors, including elite sports teams, governing bodies, broadcasters, and production companies.
- **Work with the senior Travel Places team, plus our established senior external network, to develop our contact database, secure meetings with key contacts and develop the opportunity pipeline.**
- **Client Engagement:** Build and nurture relationships with key prospect stakeholders, understanding their travel needs, contractual cycles and develop tailored solutions over time.
- **Proposal Development:** support the Travel Places Exec and bid team in creating compelling proposals and presentations that demonstrate Travel Places' value proposition.
- **Market Intelligence:** Stay informed on industry trends, competitor activity, and emerging opportunities to inform strategic planning.
- **Collaboration:** Work closely with internal teams including operations, marketing, and account management to ensure seamless onboarding and service delivery.

## Key Requirements

- Proven track record in B2B sales, within a service sector business.
- Ideally experience within the travel industry, and/or sports, media, or events.
- An interest in sport generally is essential, and an understanding of the sports industry and/or the associated media sector is highly desirable.
- Excellent communication and presentation skills.
- Proactive, self-starter attitude.
- Ability to thrive in a fast-paced, client-focused environment.
- Willingness to travel domestically and internationally as required.

## What We Offer

- Competitive salary
- Hybrid office / Home working
- Health cashback and Employee Assistance programme
- Group personal pension scheme
- Cycle to work scheme
- Staff social and wellbeing events
- Opportunities for professional development
- A collaborative and passionate team environment

## How to Apply

If you feel you have the relevant skills, can work from our Worthing office, and are excited to join a respected travel brand supporting a variety of high-profile clients, we'd love to hear from you.

**Please send your CV and covering letter to [beckyt@travelplaces.co.uk](mailto:beckyt@travelplaces.co.uk) by Friday 27 February 2026.** We may close applications before the stated deadline if we receive enough suitable submissions. To ensure your application is considered, we recommend applying as early as possible. Please only apply if you are eligible to work in the UK.

Travel Places is an equal opportunities employer and provide an inclusive office environment where all employees can maximise their full potential to succeed based on their skills and talent. We therefore positively encourage applications from all suitably qualified and eligible job applicants.

