



## A career with direction

### Who we are

Airangel Limited is a global provider of guest Internet access to the hospitality, corporate and sporting markets, providing services across 3 continents. We create value for our customers by designing and developing innovative, differentiated guest Internet solutions that fit around their needs and objectives.

### Join our team

Due to record growth in 2009 and 2010; Airangel has an exciting opening for an experienced **Business Development Manager**, based in the **North West**, to join the team. The **Business Development Manager** will primarily be responsible for building a solid pipeline of new Hospitality opportunities throughout the UK.

Airangel is looking for a person with focus and drive, who has ambitions to move into Sales Management then progress into a **Sales Director** role.

### Candidate profile

The candidate will be responsible for driving new Hospitality business and client acquisitions and should therefore have at least 5 years experience and success in B2B selling within the Hospitality market, ideally working with major Hotel brands.

The candidate will be driven, focused and have natural business acumen and personal refinement. They must also possess the potential to manage a sales team and report directly to the members of the Board.

The candidate must have the desire and dedication to become **Sales Director** within 2 years.

### Key responsibilities

- Identifying, establishing and developing Hospitality pipeline opportunities
- Creating and delivering presentations to prospects
- Preparing written proposals, clearly articulating the proposed solution
- Initiate, own and manage relationships with prospects and customers
- Meeting (or exceeding) sales targets
- Potential to manage a sales team
- Potential to develop a sales strategy

### What we offer

An unlimited opportunity for professional growth and development, in hand with a collaborative team culture and Senior Management support, make Airangel a great place to work. The remuneration package will be open to negotiation, based on the experience and capability of the candidate.

### Next step

In the first instance, please email a copy of your CV and covering letter to [dawn.ratcliffe@airangel.com](mailto:dawn.ratcliffe@airangel.com)