

## **Educational Experience Specialist – Job Description**

**The Learning Adventure** is a leading educational tour provider for students, and currently operates trips across Asia and Europe. The company focuses on showing the real side of these countries by providing educational excursions for students. Our itineraries offer genuine learning outcomes and broaden cultural understanding. The company has offices in London, Shanghai, and Ho Chi Minh City, plus a presence in various other locations where we operate.

The Dragon Trip is the parent company of The Learning Adventure, and offers leading adventure tours across Asia.

### **The Learning Adventure:**

Mission Statement: Expand minds through transformative travel experiences.

Core Values:

- To unite global citizens through meaningful adventures.
- To show a real slice of life through deeply researched, safe trips, which inclusive of all.
- To support local communities through sustainable and ethical travel, every step of the way.
- To create trips by passionate travellers, for passionate travellers.
- To create a dynamic, diverse, and solution-orientated work culture on trips and in our offices, which encourages trust and growth.

### **Job Description:**

We are now seeking to recruit a new **educational experience specialist** to manage the sales of our school trips to the North American market. The role will be remote but based in North America, and will involve managing sales enquires and promoting our market-leading learning adventures. The role will be our first hire in North America since the pandemic, and will be leading the new expansion in this market.

### **Responsibilities:**

- Manage a busy inbox of pre-sale enquiries, and speaking directly with teachers across North America region.
- Business development to generate new leads.
- Keep our bookings records up-to-date and accurate
- Speak directly to teachers, parents and students about our trips.
- Day-to-day liaison with our Asia and Europe based operations teams.
- Attendance at consumer travel shows and other events, as required, and support for event preparation.
- Research schools and organisations to identify new leads and potential new markets.
- Actively work with the marketing team on a range on online and offline channels.
- Contribute new ideas, for sales processes and for business development channels.

Competencies:

This is a fantastic opportunity to work in and learn more about the fast-moving travel sector, with internationally-minded colleagues who are passionate about the tours that we run!

We are looking for a new member who:

- is a team player.
- has high attention to detail.
- is organised and able to balance a reactive workload together with ongoing projects.
- demonstrates initiative and creativity – for finding solutions and for developing original ideas.
- has strong writing skills.
- has a confident, clear and approachable telephone manner.
- is capable with Microsoft Word, Excel and Powerpoint.

Experience:

- Previous sales experience required.
- Previous time spent in Asia and Europe required.
- Passion for travel essential!

The role offers a competitive base salary, plus commission. It also features opportunities for training. This role reports to the Learning Adventure Manager.

Start date: October 1<sup>st</sup> 2023

**Application deadline: June 30<sup>th</sup> 2023**

Please send your CV and a covering letter to: Alex Seigel ([alex.seigel@thelearningadventure.com](mailto:alex.seigel@thelearningadventure.com))