Herrmann Global
Posted: Jul 8, 2021
Deadline for applications: Aug 5, 2021
Applicants must send cover letter and resume to florian@herrmannglobal.com

Open Position:
Sustainable Tourism Development Trainee/Specialist
Starting with entry level salary, benefits; opportunities to grow into leadership positions.
40 hours per week with flexible hours.

Location: Lander, WY or remote.

Herrmann Global is a rapidly growing international tourism think tank that specializes in developing and promoting sustainable travel experiences to a global travel audience. With our responsible travel platforms Visit USA Parks and Untraveled, we utilize the latest technology and industry trends to efficiently connect lesser-known communities with the most relevant potential travel audience while providing education about sustainable travel.

We are actively seeking a highly creative Sustainable Tourism Development Specialistto join our team. This position will start as a traineeship for entry level business development, consulting global destinations about sustainable tourism practices leading to carbon neutral travel, avoiding tourism leakage, leave no trace principles, and respecting indigenous cultures. We are looking for a tenacious self-starter to help manage our existing clients and introduce new tourism marketing practices to attract the right travel audience and grow in the position and within the company.

The ideal candidate is a visionary go-getter who has analytical aptitude and experience identifying new business opportunities at scale. They are naturally curious and have the ability to forecast industry trends and anticipate outcomes. They must be able to successfully develop marketplace assessments and direction that supports the Business Development team in diversifying distribution channels, particularly in sustainable tourism development. They must be customer-centric and understand that lasting relationships are built around a mutually beneficial value exchange.

For candidates outside of the US, Herrmann Global will consider sponsoring the J1 traineeship visa for 12-18 months of training by our team headquartered in Wyoming, United States.

Responsibilities
- Follow—and help develop—a vision, strategy, and account plan to achieve revenue and financial objectives.
- Grow the partnership channel through prospecting, selling, and supporting new digital marketing initiatives to generate sustainable travel.
- Identify business development opportunities by attending conferences, client meetings, and seeking professional development.
- Forecast sales activity and revenue achievement while creating satisfied customers that can be referenced in future sales cycles.
- Identify the latest trends affecting our industry and make appropriate recommendations
- Work with team members to brainstorm new and innovative growth strategies.

Requirements for this position

- Bachelor's degree in Tourism/Marketing/Sustainability or relevant field.
- Minimum 2 years' experience in digital marketing or sales/business development position.
- Highly creative with excellent analytical abilities.
- Outstanding communication, interpersonal, and critical thinking skills.
- Up-to-date on the latest trends and technologies in digital marketing.
- Multilingual candidates are highly desirable.

Skill requirements for all Herrmann Global positions

- <u>Care more:</u> You must have exceptional customer service skills.
- <u>Be curious:</u> You must have a high level of interest in constantly learning new things.
- <u>Problem solving:</u> You must possess the ability to identify and understand problems and have a willingness to solve them.
- <u>Sensitivity:</u> You must have a high level of awareness for the needs of colleagues, clients, and the Herrmann Global business.

Herrmann Global is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy), sexual orientation, gender identity, national origin, disability, marital status, or status as a U.S. Veteran.