



TWEDEX DMCC
2104 Jumeirah Bay X2
JLT
DUBAI
United Arab Emirates
Tel: +971 43 686 510

The Twedex Group is a premium sports consultancy, group travel and events management company with offices in UK, UAE and Spain. Our mission is to unite the world through sport.

We are now scaling our efforts and appointing a **Head of International Travel & Partnerships** to lead operations in our UAE travel and events business.

We are a resourceful team, striving to exceed our goals & objectives, taking a positive attitude and seeing challenges as opportunities. We are diligent, creative, courageous and passionate about contributing to fast and sustainable growth.

Responsibilities:

Contribute to evolving the overall strategy for inbound and outbound group travel to/from the UAE and wider GCC.

Execute a strategic plan to own and hit/exceed annual sales targets within assigned territories and expand our customer base.

Lead on the sales and customer journey processes for all inbound Tours and Events customers to the UAE and outbound Tours and Events customers from the UAE.

Work with our marketing team to devise creative and engaging campaigns via email, social media channels and at live events.

Establish and manage meaningful brand partnerships and sponsorships with our portfolio of Events and Tournaments, including the World School Games event series.

Identify and implement additional operations improvements across the UAE travel and events business.

Build and maintain strong, long-lasting customer relationships.



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Skillset:

- Fluency in English
- A passion for or interest in sports, travel and events
- Proven sales experience, meeting or exceeding targets, driving the sales process from plan to close
- 5+ years of experience related to group travel, events or partnership management
- 5+ years of sales experience
- Solid understanding of digital content / strategy
- Strong analytical skillset is preferred, including competency in Microsoft Excel and PowerPoint
- Financial diligence and appreciation of the role's impact on the P&L
- Collaborative team player, action-oriented, and a strong drive for results
- Ability to work well under pressure

The Twedex Group is committed to creating an inclusive space where employees are valued for their skills, experiences, and unique perspectives. Our Tours and Events connect people from across the globe and so does our workplace. At Twedex, our mission is to unite the world through sport - to achieve that goal, we are committed to celebrating our diverse voices and to creating an environment that reflects the many communities we reach. We believe individuals should not be disadvantaged because of their background or identity, but instead should be considered based on their strengths and experience.

Salary is commensurate with experience. Interested applicants should send a CV and covering letter to journeys@twedex.com