



Impact Journey Specialist

Journeys With Purpose

August 2025

Our Mission

Journeys With Purpose is an award-winning impact travel company. We offer immersive experiences to the wildest corners of the world that catalyse the celebration and advancement of nature conservation. Our mission is to empower global change by restoring our relationship with the natural environment. A journey with purpose is an opportunity to create lasting positive impact with the people and the places our guests engage with.

We are an ambitious and driven team of passionate individuals who are looking to be part of an exciting journey to drive lasting, positive change for the planet, within a young and growing company where everybody's voices are heard and valued.

Role Summary

We are seeking an enthusiastic and motivated **Impact Journey Specialist** to join our growing team. This new member of JWP will live our values, elevate our culture and collaborate with the team to go above and beyond in everything that we do.

This role is ideal for someone at the start of their career in luxury travel sales who is eager to learn, grow and contribute to our purpose-driven mission. With 1–2 years of experience in sales or client-facing roles and a strong knowledge of the Asia region, you will support the delivery of exceptional client experiences while building your own sales expertise. You will play a key role in nurturing client relationships, managing enquiries and supporting the sales process from start to finish.

Our ideal start date is Autumn 2025 / early 2026. The company is headquartered in London, but we offer flexibility and an element of remote work. **Applicants must be based in the UK at the time of applying, and we are unable to offer visa sponsorship.**

The most important aspect of our recruitment process is a rigorous review of shared values and attitude. We are looking for:

- Individuals who are motivated by making a positive social and environmental impact
- People who act with honesty, openness and integrity in every interaction
- Teammates who value inclusivity and respect for diverse perspectives and experiences
- Creative and ambitious thinkers with a collaborative, can-do spirit



- Colleagues who prioritise wellbeing and contribute to a supportive team culture

Key Responsibilities

- **Client Support & Sales Assistance:** Respond to client enquiries, craft proposals, and assist in converting bookings and executing exceptional journeys.
- **Relationship Management:** Build and maintain strong connections with prospective and returning clients.
- **Sales Contribution:** Support the team in achieving individual and team sales targets.
- **Travel Product Expertise:** Research and maintain detailed knowledge of our destinations, with a focus on Asia, to provide expert advice to clients.
- **Collaboration:** Work closely with internal teams - operations, marketing, and community - to ensure seamless experiences and aligned messaging.
- **Client Experience:** Deliver excellent pre- and post-travel support, ensuring clients feel valued at every stage.
- **Representation & Networking:** Represent Journeys With Purpose at industry events, trade shows, and FAM trips as required.

Qualifications & Attributes

- **Experience:** 1–2 years in sales, customer service, or client-facing roles. Luxury travel experience is a plus.
- **Regional Knowledge:** Strong specialist knowledge of Asia, with a genuine passion for its natural environment, cultures, and conservation.
- **Communication & Relationship Skills:** Excellent interpersonal, communication, and relationship-building abilities.
- **Organisation & Attention to Detail:** Highly organised, detail-oriented, and able to manage multiple tasks efficiently.
- **Learning & Growth:** Eager to learn sales techniques and develop within a small, fast-paced team.
- **Passion & Values:** Commitment to conservation, rewilding, sustainable travel, and socially responsible business practices.

What We're Offering

- Competitive entry-level salary (£26–30K per annum, dependent on experience)
- Performance-based bonus/commission scheme
- Access to a co-working space in London with remote-working opportunities
- Company pension plan
- Enhanced parental and other paid leave policies
- At least one familiarisation trip per year (from six months after probation)



- Inclusion in the company travel insurance policy prior to your first trip
- 28 days holiday plus public holidays, increasing by a day with each year's service (up to 35)
- Two paid 'journey days' per year if you choose low-carbon alternatives to flying on holiday
- One team and one personal optional volunteering day per year

How to Apply

Interested candidates should submit their CV and a one-page cover letter to careers@journeyswithpurpose.org.

Journeys With Purpose celebrates diversity and is committed to creating an inclusive environment for all employees. In line with our equal opportunity approach, all CVs and cover letters will be anonymised by removing all identifying information before being viewed by the hiring manager.

Application Process

1. Initial call with Eliza, our Head of Operations, followed by a take-home scenario exercise
2. Interview with Katya and/or Lottie, two members of our sales team
3. Interview with Venetia, our Managing Director and/or Duncan, our Founder
4. In-person interview with the team in our London office
5. References that offer direct verbal feedback to our enquiries, and final offer

If there's anything we can do to accommodate your specific situation, please let us know.