



JOURNEYS WITH PURPOSE

Impact Journey Specialist (Sales Executive)

London (Hybrid) · Full-time

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.

The Role

We are looking for a driven and commercially sharp Impact Journey Specialist (Sales Executive) who is as excited by the natural world as they are by the thrill of a well-earned sale. This is a role where you will own your pipeline from the first conversation to the final booking - and where your work will directly fund and promote the conservation projects we believe in.

This is not a role for someone who waits for leads to land on their desk. We want someone who is energised by building relationships proactively, who finds opportunity where others don't look, and who converts interest into bookings with skill, warmth, and authenticity. You will be a trusted voice for our clients and a key commercial driver for the business - and everything you sell will stand for something.

You will bring 2+ years of experience in sales or client-facing roles, ideally in travel, and a genuine passion for nature, sustainability, and doing travel the right way. Alongside strong sales instincts, you will have the emotional intelligence to build deep client relationships and the curiosity to become a true expert in our destinations. You might be a specialist in a particular region, but you will be comfortable selling globally - our clients travel to the furthest corners of every continent.



This role suits someone who thrives in a start-up environment: someone who relishes the autonomy and agency to shape their own approach, but equally values the close-knit collaboration and support of a small, passionate team.

Our ideal start date is **as soon as possible**. This is a hybrid role with two days per week in our London office.

Applicants must be based in the UK at the time of applying, and we are unable to offer visa sponsorship.

What We're Looking For

What makes someone successful in this role goes beyond qualifications. The people who thrive at JWP are those who make things happen. They don't wait for opportunities to come to them, they go and find them.

Specifically, you will excel here if you:

- Take ownership of your pipeline end-to-end - from identifying a lead to closing the booking
- Are resilient and tenacious: you hear 'not yet' as a reason to nurture, not to stop
- Listen as well as you sell - you ask great questions and tailor your approach to each client
- Hold yourself accountable to targets without needing to be chased
- Bring creative energy to prospecting - you find angles others wouldn't think of
- Are genuinely curious about the destinations you sell and let that enthusiasm do half the work

Key Responsibilities

Sales & Business Development

- Proactively identify and pursue new leads and business opportunities - don't wait for enquiries to come to you
- Manage the sales journey from first contact, through to proposal, to conversion
- Support the team in hitting individual and collective sales targets
- Represent JWP at industry events, trade shows, and familiarisation trips

Client Relationships

- Build and maintain strong, long-term relationships with both new and returning clients
- Deliver exceptional support, ensuring clients feel genuinely valued at every stage
- Serve as a trusted expert and ambassador for our destinations and conservation mission

Destination & Product Expertise



JOURNEYS WITH PURPOSE

- Develop and maintain deep specialist knowledge of our global destinations
- Stay curious and informed about conservation developments, new products, and evolving travel trends globally

Collaboration

- Work closely with operations and marketing teams to ensure seamless client experiences
 - Contribute to a collaborative, high-energy team culture where everyone's ideas are heard
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Qualifications & Attributes

- ***Experience:*** 2+ years in sales, client-facing, fundraising or customer service roles. Experience in luxury or experiential travel is a strong advantage.
 - ***Sales Mindset:*** A natural hunter mentality - motivated by targets, proactive in lead generation, and skilled at closing.
 - ***Knowledge:*** Travel experience in or working knowledge of at least one region, with an openness to learn about and sell new destinations
 - ***Global Outlook:*** Confident and effective at engaging clients from around the world across different time zones and communication styles.
 - ***Communication:*** Excellent interpersonal and written communication skills, with the ability to craft and present compelling proposals and pitches.
 - ***Organisation:*** Highly organised and detail-oriented, with the ability to manage multiple clients and enquiries efficiently.
 - ***Adaptability:*** Comfortable working in a small, fast-paced start-up where roles evolve and no two days are the same.
 - ***Passion & Values:*** Genuine commitment to conservation, sustainable travel, and socially responsible business.
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What We're Offering

Salary & Benefits

- £32,000-36,000 per annum, dependent on experience
- Generous sales commission scheme
- Company pension plan
- 28 days holiday plus public holidays, increasing by one day per year of service (up to 35 days)
- Enhanced parental leave and other paid leave policies
- Company laptop



Travel & Experience

- At least one fully-funded familiarisation trip per year (from six months post-probation) - experience the destinations you sell firsthand
 - Inclusion in the company travel insurance policy from your first trip
 - Two paid 'journey days' per year if you choose low-carbon travel alternatives on your own holiday
 - One team and one personal optional volunteering day per year
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How to Apply

Please submit your CV and a one-page cover letter to careers@journeyswithpurpose.org. In your cover letter, we'd love to hear about a time you proactively went after a sales opportunity - and what happened.

We are reviewing applications on a rolling basis and encourage you to apply as soon as possible. The closing date is **12th July**. We reserve the right to close this advert early if the right candidate is found.

Application Process

1. Submit your CV and cover letter to careers@journeyswithpurpose.org
2. Initial call with Eliza, our Head of Operations
3. Take-home sales scenario exercise
4. Interview with Duncan, our Founder, and Venetia, our Managing Director
5. Culture meeting with the team
6. References and final offer

We invest in a thorough process because we are building a team for the long term. We want to make sure this is as right for you as it is for us. The full process typically takes four weeks.

Journeys With Purpose is an equal opportunity employer. We are committed to building a team that reflects the diversity of the world we work to protect, and we welcome applications from people of all backgrounds, identities, and experiences. If you require any adjustments at any stage of the application process, please let us know - we are happy to help.