



MODERN ADVENTURE

Business Development Manager (Outbound Sales) Portland, Oregon

Who We Are

Modern Adventure handcrafts extraordinary journeys with extraordinary people, to produce magical moments and lasting bonds. We partner with tastemakers across many disciplines and with mission-driven companies who are doing remarkable things. It's our job to create extraordinary travel experiences that bring our partners' points of view, and why they exist, to life.

As a certified B-Corp, we believe in making a difference in people's lives. We have the privilege of working with some of the world's most inspired and inspiring brands and we are fiercely committed to delivering exceptional experiences on all seven continents.

We're also a start-up. That means we're small, nimble, and about finding the right fit for our team. We want to build a company that dares to do big things and dreams of making a difference in the world. So do you.

Who You Are

- A hunter, and an expert at identifying, approaching and maximizing business opportunities
- A skilled negotiator with proven experience finding creative ways to do more with less
- Creative, resourceful, detail-oriented and well-organized
- A gifted listener, connector & communicator, adept at working collaboratively across our growing team
- You do great work and are great to work with
- Passionate about travel
- Excited to work in a fast-paced, fluid & collaborative work environment

What you'll do

- Develop and manage a pipeline of tastemakers, private members clubs, and small business partners
- Own and manage identifying, qualifying, ranking, and approaching partner leads and prospects that fit within our acquisition strategy.
- Help maintain and refine sales materials that drive conversions

- Work collaboratively in a multidisciplinary team environment
- Move from the strategic to the tactical with the ability to execute on both

What You'll Bring

- 3 to 5 years of relevant experience
- Lead generation and outbound sales experience required
- Previous partnership sales experience preferred
- Experience with Salesforce.com, Outreach.io, and Gong.io - an advantage
- Excellent verbal & written communication skills
- Business acumen and breadth of experience to communicate with executive teams
- Bonus points for travel industry fluency. You are a native speaker of travel and consumer brands.

What We'll Give You

- An opportunity to work with travel-industry veterans to build something beautiful, and make a difference
- Guidance, support, inspiration to challenge yourself and take your career to the next level
- Money
- A competitive compensation package that includes awesome health benefits, paid holidays and vacation, exceptional travel opportunities
- A great place to work

To apply: Upload your resume and a brief cover letter here: [Business Development Manager](#)