



MODERN ADVENTURE

Senior Manager, Account Management 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

You are a skilled partner-relationship manager and savvy brand marketer. You are an expert in identifying and maximizing business opportunities for your accounts and managing partnership marketing campaigns.

You are also a native speaker of travel and consumer brands. You thrive on building lasting relationships and understand the value of being a brand steward.

You are equally comfortable talking to creatives, marketers, brand partners and business executives. You're a gifted listener, connector and communicator. You are data-driven, results-oriented, organized, dynamic and creative.

What You'll Do

Be part of the Modern Adventure Experiences team, reporting to the CXO, that builds, operates and markets travel and content experiences for our partners. You are:

- A key team member that will help define the partner strategy and manage the tactical implementation of our plans.
- Hire, train, promote and manage a high-performance Account Management team

- Dedicated resource for our brand partners and tastemakers, responsible for the success of the relationship and supporting our mutual sales and program objectives.
- Relationship manager across industry segments and business functions in the worlds of culinary, lifestyle, health and wellness, music, et al.
- Subject-matter expert and consultant to our partners for all things travel.
- Create all partnership materials
- Develop and continually refine marketing plans that drive conversion of trip sales across all relevant channels
- Communicate internally and externally on program performance and KPIs
- Move from the strategic to the tactical with the ability to execute on both
- Do great work and be great to work with

What You'll Bring

- Gravitas, credibility, experience and an attitude of "Yes, we can"
- 7+ years of Account Management and Partnership Marketing experience
- Travel industry fluency
- Character to build trust and respect
- Business acumen and breadth of experience to communicate with executive teams
- Strong background in the creation and implementation of marketing plans
- Ability to work in a fluid, collaborative environment and manage multiple projects simultaneously
- Ability to work in a fast-paced work environment with shifting priorities/objectives
- Hustle, courage, humility

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: [Senior Manager of Accounts](#)