



Product Manager

Salary:	£28,000 - £35,000 dependent upon experience plus bonus scheme
Hours:	Full-time (37.5 hours per week)
Location:	Option for hybrid-working with a minimum of 3 days per week at our Head Office in Derby

The Role

We have an exciting opportunity for a Product Managers to join us and play a significant role in our vibrant and forward-thinking company.

We're looking for someone who is proactive, commercially minded and enjoys building strong relationships. Following your initial training, you will work closely with our Head of Product to support the management and development of our Educational Tours product portfolio.

You will be responsible for developing and maintaining trusted relationships with our worldwide network of suppliers, negotiating contracts and securing the best possible products, rates and service standards for our customers.

Within the business, you will work closely with our Sales and Operations teams, ensuring they have the information, expertise and support they need to confidently sell and successfully deliver our tours. In addition, you will support them in resolving any issues that may occasionally arise, helping us deliver the high standards and reliability our customers expect.

The majority of our supplier communications are undertaken digitally; however, in-person visits remain invaluable and may take place overseas, in the UK or at our Head Office.

Other key duties include:

- Managing supplier information and data, providing analysis and insight where required.
- Identifying opportunities to develop and enhance existing and new products.
- Delivering training and sharing expertise with colleagues on new and existing products.
- Identifying, managing and addressing potential supplier and product issues.
- Undertaking destination and accommodation inspections where appropriate.
- Building strong supplier relationships that support the safe, reliable and successful delivery of our tours.

The Person We're Looking For

With an extensive portfolio to manage, the ability to prioritise your workload effectively is essential. You will be a good listener, a confident communicator and a skilled relationship-builder who enjoys working with colleagues and suppliers to achieve shared goals.

Strong analytical skills are needed to continually monitor product performance and identify opportunities for improvement. Your commercial awareness will enable you to evaluate our products and portfolio against those of our competitors, supporting informed and effective decision-making.

You will have a positive, enthusiastic and proactive approach, together with a commitment to accuracy, attention to detail and delivering high standards of work.

We are proud of the expertise within our team and will fully support you in developing your skills, knowledge and professional confidence throughout your employment with us.

This is a fantastic opportunity for someone who relishes the thought of combining their love of travel with their career on a daily basis. Our business has significant plans for future development and growth, and we want to hear from people who are excited about being part of a collaborative team and helping us create exceptional travel experiences for our customers.

Requirements

Key skills and experience

- Excellent verbal and written communication skills.
- The ability to use your own initiative.
- Strong commercial awareness and the ability to identify opportunities.
- Strong negotiation, analytical and IT skills.
- Excellent attention to detail and organisational skills.
- Flexibility to travel overseas when necessary.
- Full driving licence.

Beneficial skills and experience

- Fluency in French, Italian, German or Spanish.
- Experience in group travel.
- Previous Health and Safety auditing experience to assist with accommodation inspections.

Benefits

- A basic salary of £28,000 - £35,000 (dependent upon experience)
- A bonus scheme
- 24 days holiday per year (increasing with length of service to a maximum of 27 days) in addition to all public holidays
- Contributory workplace pension
- Healthcare cashback scheme
- Cycle to Work scheme
- Flexible hybrid-working programme

How to apply

Feeling excited about the role and want to apply? We can't wait to hear from you!

Please send us your CV with a great covering letter introducing yourself and detailing:

- Your current role and salary
- Where you saw this vacancy advertised
- Why you are a suitable candidate for this position

Please email your application to recruitment@rayburntours.com



INVESTORS
IN PEOPLE | Gold