

Graduate Challenge Account Manager

Job Role

As a Graduate Challenge Account Manager, you will be **undertaking a 2-year program within the business that is designed to equip you with a skillset to become a future leader**. You will be assigned a mentor and undertake a range of placements throughout the company whilst helping to *manage, and ultimately build your own, portfolio of challenge accounts through our partnerships with university fundraising groups (RAG's), corporate businesses and charities.*

Within this you will be required to **assist with managing the recruitment of new sign ups** for a challenge; which includes **traveling to or running online information presentations and promotional campaigns**, and deploying your people skills to turn interest into sales, working across different areas of the business to do so. Equally, you will find yourself supporting with challenge logistics, fundraising support and Challenge Leader management, helping to motivate and inspire team members, and will be expected to build up strong relationships and a detailed knowledge of our challenges so as to provide a world class service.

Opportunities to travel within and outside of the UK on our challenges will be widely available and open to you throughout.

As a start-up business, you will also play an active role in helping shape the future direction of the company, for example through taking ownership of new projects and initiatives or in receiving support and guidance to turn your own ideas into action. We want our early joining staff to become key players in the future and form the foundational team that will enable us to grow.

We are looking for a passionate, hardworking and innovative individual who is confident and outgoing whilst looking to grow and develop in an organisation that strives to deliver and be the best. You should be target driven, not afraid to ask questions and genuinely passionate about our mission.

Essential

- UK Graduate with at least a 2:1 degree in any discipline
- A great communicator with strong interpersonal skills
- A keen adventurer / traveler with a passion for the world
- Excellent time management and organisation skills
- Ability to meet targets and go above and beyond

Desired

- Business acumen through professional or personal experience
- A passion for sustainability
- Innovative mindset
- Experience taking on a charity challenge
- An understanding of marketing concepts and ideas
- A desire to learn and develop
- Knowledge of student fundraising
- A valid UK driving license

If you are missing any of the above fear not! We value honesty and work ethic above all else and so are happy to support anyone with developing skills or attributes listed above.

Location

We are a remote working business with colleagues based across the UK, a permanent workspace available for use in Loughborough, and a workspace available for use in London. With regular meetings together for socials, catch ups and team outings.

Regular travel to UK universities during recruitment period (Sept-January) is required.

Flexible Working

The 9-5 is a thing of the past! All employees are able to work flexibly and balance work around their personal lives. We set manageable targets and expect staff to strive to meet them within their hours, but leave it with you to decide when and how you work to meet them

In the past our staff have used flexible working to volunteer, support family, workout during quiet times or even take advantage of a simple sunny day!

Benefits

- Opportunities to travel abroad
- Flexible and remote working
- Team Socials
- 25 days annual leave (plus bank holidays)
- Career growth and progression opportunities
- Personal training and development programs
- Personal training and development budget

Salary

£22,000 per annum + annual bonus of up to £6,000 (subject to performance and formal review)

Timeline

- Closing date for applications – Sunday 12th March 2023
- Interviews – 20th – 31st March 2023
- Start Date – Late July / Early August

How to Apply

To apply, please send your CV and a covering letter to alex.taylor@endeavoursadventures.com with the subject 'Graduate Challenge Account Manager Application – YOUR NAME'

WHO ARE WE?

Our Story

Endeavours Adventures is a group adventure, tour and charity challenge provider on a mission to make adventure a global force for good. We curate **legendary bucket list** experiences across the globe; from trekking to Modern Wonders such as Machu Picchu and Petra, to charity skydives and much, much more...

Started in 2019, our founder, Alex, combined a shared *love for travel, leaving a positive impact on the world, and adventure*, together into Endeavours, which has emerged since the pandemic as the **UK's fastest growing student charity challenge provider**, now working with universities across the entirety of the country. Our team shares and further pushes Alex's passion, placing delivering an INCREDIBLE experience at the heart of what we do, whilst ensuring each challenge we run is sustainable, affordable and to a high standard.

Our Values

1) **Think Orange**

- You love to go the extra mile, above and beyond what our customers expect
- You are curious and determined to find better ways to do things
- You have a positive attitude, actively seeking to learn something new every day

2) **Service and Product Excellence**

3) **Use Business to Protect the Planet** - The challenges we face as a society require leadership. Once we identify a problem, we act.

4) **Not Bound by Convention** - Our success—and much of the fun—lies in developing new ways to do things.

What We Do

Our main focus is on partnering with some of the UK's best charities to offer students, businesses and young adults the chance to raise money and discover the world through the power of adventure, for example trekking to Machu Picchu, The Peaks of The Balkans, the National Three Peaks, tandem skydives and much more...

As a challenge provider, we take a lead on promoting, organising and coordinating each experience, working with our in-country providers, partners and third parties to do so, whilst creating unique and exciting promotional campaigns across in person and online channels to generate interest and ultimately drive sign ups.

Having spent the last 2 years establishing ourselves, we are looking to the future with plans to grow our partnerships, develop our challenge range and continue to push the boundaries of what is possible, so there has never been a more exciting time to join!