

Brilliant Africa

www.brilliant-africa.com

Tailor-made Safari Specialist

Who We Are

- **Highest rated** 🌟: proud to be consistently the [highest-rated East African safari company on Trustpilot](#).
- **Crazy growth** 🚀: we're growing 50% YoY with ambitions to become market leaders.
- **Fully remote** 🌐: Work where you thrive. We're a remote-first company with no office politics, no commutes, and no plans to change that.
- **A recipe that works** 🏆: founded and backed by award-winning travel entrepreneurs and a large, [successful sister company](#) - for support, strategy and advice.
- **Committed to sustainability** 🌴: we're deeply committed to sustainability and thoughtful travel.
- **In it together** 🤝: we believe people do their best work when they feel valued. We recognise and reward excellent work, celebrate each other's successes, and support each other through challenges.

Who You Are

- **Deeply connected to Africa** 🌍: You have a genuine love for the continent and have experienced the magic of safari firsthand.
- **Driven by results** 🎯: You thrive in a performance-oriented environment, enjoy the thrill of sales, and are motivated by hitting (and exceeding) targets.
- **Looking for a new challenge** 🏔️: you've got some experience and are looking for a new challenge where you can make a bigger impact and where great performance is recognised and rewarded.
- **Want to learn** 🧠: today we're focused on East Africa, but we'll be growing into southern Africa in the future. You'll have the opportunity to learn and sell all destinations so you have lots of variety in your sales pipeline.
- **You're excited to build** 🛠️: you're excited to join a growing startup and help build a market leading, innovative travel company.
- **You love pure tailor-made** 🍽️: our network of partners means we can create truly tailor-made itineraries for our customers - no copy-paste circuits of the same camp collections or restricted choices.
- **Ready to get back out there** ✈️: you're excited to get back out to Africa on your annual FAM trip.

The Opportunity

Brilliant Africa is growing fast (50% YoY) - with ambitions to become market leaders within the next 5 years. We're looking for an ambitious sales person to join the team and help us get there.

This is our second full time sales hire so you'll play a leading role in our growth and stay on top of the pile as we 10x in size.

You'll play a leading role in driving revenue at Brilliant Africa and shaping the future of the company.

Our focus today is on East Africa, specifically Tanzania, Kenya, and Uganda. But we plan to expand into southern Africa in the future and you'll have the opportunity to explore and sell all of our destinations.

We have a great network of partners which means you have the flexibility and freedom to create truly tailor-made itineraries for our customers. We don't believe in wedging people into the same circuits of camp collections or unnecessary limitations in choice. We have partnerships with the big names, and the small ones. You have the freedom to let your expertise and personality shine through with each and every customer.

You won't be a cog in a machine - we're a small, collaborative team and you'll contribute to many areas of the business.

This is a fully remote position. Our team is based in the UK, but we're happy for you to be based elsewhere. We believe remote work cultures done right are the future of work – and we're committed to doing it right.

Experience

We know that everyone's journey is different and no two superheroes are the same - so if you don't tick all the criteria below but think we should consider you - please apply!

- At least 2 years of tailor-made Africa travel sales experience. *Note: experience selling tailor-made trips is essential (not scheduled group tours or 'brochure selling')*.
- Experience selling Tanzania, Kenya, and/or Uganda is a significant plus, but not essential if you have the experience in southern Africa and are excited to learn new destinations.
- You have experience selling to the US market (99% of our customers are from the US).
- This is a B2C sales role and experience in B2C is essential (unfortunately we can't consider candidates with only B2B sales experience).
- You can demonstrate excellent sales results and a long list of happy customers (big plus if there are online reviews mentioning you, please share them!).

What We Offer

- Competitive salary and commission structure.
- Remote working. We have the best of both worlds: a close-knit, supportive team - with the flexibility to work where you work best.
- Limitless growth opportunities. This is our second full time sales hire so you'll play a leading role in our growth and stay on top of the pile as we 10x in size.
- Opportunity to work in a dynamic startup where great performance is recognised.
- 28 days holiday.
- Opportunity to travel to our destinations, both for work and for fun!

How To Apply

If you feel you are a good fit for this role, please apply [HERE](#).