

We're Hiring *Business Development Officer*

RESORT LIFE TRAVEL PVT LTD | MALÉ HEAD OFFICE | FULL-TIME

Resort Life Travel, one of the fastest-growing DMCs in the Maldives, is expanding its international partner network and looking for a commercially driven Business Development Officer to identify new business opportunities and build relationships with travel agents, tour operators, and wholesalers worldwide.

About the Role

As a Business Development Officer, you will play a key role in expanding Resort Life Travel's global network of travel partners. You will be responsible for identifying new business opportunities, developing relationships with travel agents and tour operators, supporting partner onboarding, and contributing to the company's international sales and business development initiatives.

This role is ideal for someone with previous experience in business development, reservations, travel sales, account management, or customer service who is looking to build a long-term career within the Maldives tourism industry.

Key Responsibilities

- Identify and approach prospective travel agents, tour operators, wholesalers, and business partners.
- Conduct cold calls, email campaigns, and business development outreach.
- Follow up on leads and develop long-term relationships with travel partners.
- Assist with onboarding new travel agents and coordinating account activation.
- Coordinate with the Reservations and Product teams to respond to partner enquiries.
- Present Resort Life Travel's products, services, and destination offerings to prospective partners.
- Maintain accurate CRM records, lead trackers, and follow-up schedules.
- Prepare business development reports, presentations, and sales documentation.
- Assist with partner meetings, online presentations, and training sessions.
- Represent Resort Life Travel professionally in all communications and business engagements.
- Contribute towards achieving departmental sales and business development objectives.

What We're Looking For

- Previous experience in Business Development, Sales, Reservations, Account Management, Customer Service, or Travel Operations.
- Experience within the travel, tourism, hospitality, or airline industry is highly preferred.
- Experience using reservation systems or GDS platforms such as Sabre, Amadeus, Galileo, or similar is an advantage.
- Previous experience conducting cold calls, sales prospecting, or business outreach.
- Excellent written and spoken English.
- Strong communication, negotiation, and relationship-building skills.
- Highly organized with excellent attention to detail.
- Ability to manage multiple priorities in a fast-paced environment.
- Proficiency in Microsoft Office and Microsoft Teams.
- A proactive attitude, commercial mindset, and willingness to learn.

What We Offer

- USD 600–1,000/month (based on experience), full-time, office-based in Malé
- A long-term career path within the Maldives tourism industry

How to Apply

Interested candidates are invited to submit their CV together with a brief cover letter or introduction outlining their relevant experience.

Please send your application to **admin@resortlife.travel** with the subject line:

Application – Business Development Officer

We thank all applicants for their interest. Only shortlisted candidates will be contacted for an interview.