



Business Development Manager – Events & Charters

Company: Vagabond Cruise

Location: Hilton Head Island, SC

Job Type: Full-Time | Hybrid / Flexible Schedule

About Vagabond Cruise

Vagabond Cruise is Hilton Head Island's original sightseeing and excursion cruise operator, serving guests since 1972 from iconic Harbour Town. We specialize in weddings, special events, corporate yacht charters, and group tours.

Job Summary

Vagabond Cruise is seeking an experienced Business Development Manager to drive sales growth for weddings, special events, corporate charters, and group tours. This is an outside sales role focused on lead generation, client relationships, and closing new business in the hospitality and events industry.

Key Responsibilities

- Generate new business through cold calling, networking, referrals, and industry events
- Sell wedding, event, corporate charter, and group tour cruise packages
- Build relationships with wedding planners, event planners, tour operators, schools, and corporate clients
- Conduct site visits and client presentations
- Prepare proposals, quotes, and contracts
- Negotiate pricing and close sales
- Maintain pipeline and activity tracking in CRM software
- Collaborate with operations and management teams



Qualifications

- 3+ years of outside sales or business development experience
- Hospitality, event sales, or tourism experience strongly preferred
- Bachelor's degree or equivalent experience
- Proven success in cold calling and closing deals
- Strong communication, negotiation, and organizational skills
- CRM and Microsoft Office proficiency

Compensation

- Competitive base salary (commensurate with experience)
- Commission and performance-based bonuses

Benefits

- Flexible schedule with remote work opportunities
- Health insurance
- Dental insurance
- 401K with 4% Employer Match
- Paid Time Off after one year

How to Apply

- Submit your resume and a brief cover letter through our employment link of the Vagabond Cruise website. <https://www.vagabondcruise.com/employment/>