

Director of International Partnerships & Chapter Relations

About PATA

The Pacific Asia Travel Association (PATA) is the only travel and tourism industry body in the world focused on Asia Pacific that represents both the public and private sector. The Association provides aligned advocacy, insightful research and innovative events to its member organisations, comprising 95 government, state and city tourism bodies, 20 international airlines and airports, 102 hospitality organisations, 70 educational institutions, and hundreds of travel industry companies in Asia Pacific and beyond. PATA is also a key member of Uniting Travel, a coalition of the world's major Travel & Tourism organisations dedicated to ensuring that the sector speaks with one voice and acts in unison on the major issues and includes ACI, CLIA, IATA, ICAO, WEF, UNWTO and the WTTC.

To learn more, please visit: <https://www.pata.org/about-pata/>

Summary

PATA is seeking a highly motivated Director of Strategic Partnerships to work in our Bangkok, Thailand Headquarters. The primary purpose of this position is to seek and close mutually beneficial partnerships between PATA and private sector, NGO, public sector, and other association bodies around the world for initiatives including but not limited to event sponsorship, research collaborations, speaking engagements, and publicity. This position will report directly to the Chief of Staff and work closely across all departments with PATA's business development and senior management teams.

Primary Duties - Partnerships

- Develop and maintain partner networks and strategic partnerships with entities located all over the world who have an interest in Asia Pacific
- Develop and execute an Annual Strategic Partnership Plan
- Coordinate the management of ongoing relationships with existing partners and where relevant, leverage those relationships to greater collective impact for PATA, our members, and even other partners
- Conceptualize new strategic initiatives that could be built around or benefit from corporate, foundation, government, bilateral organizations or other partnerships.
- In conjunction with members of the Executive Team and the broader PATA Team, expand and diversify the partner/sponsor pipeline to increase PATA's major initiatives and existing collaborations
- Work with membership department to develop a relationship management program to support partners, Government agencies, and PATA's local chapters
- Development and manage events in support of PATA's events department

- Collaborate with other departments to structure and execute business initiatives, lead analysis and develop and communicate final recommendations for growing partner relationships
- Develop systems and procedures in support of the identification, engagement and development of strategic partnerships.
- Analyze and track key metrics to identify trends and highlight issues in customer needs in the near to medium term time horizon (one to five years)
- Project and promote PATA business initiatives to new audiences and partners
- Develop and manage reporting and financial tracking of strategic partnership activities
- Develop and manage partner agreements
- Deliver professional sales presentations to potential partner organizations and PATA Government members with the ability to persuade and close business
- Provide timely and accurate reporting of pipeline, strategic partnerships and management activities
- Research trends, competition and funding sources to strategically drive the PATA partnership business development pipeline

Primary Duties - Chapter Relations

Aside from membership, PATA has 35 chapters all over the world. To maintain good standing with them, this position must

- Act as the primary bridge between PATA Chapters and HQ
- Keep the chapters informed of developments at the international level, and also HQ informed on what they chapters are doing
- Ensure the Chapters meet with PATA HQ requirements to be able to involve at PATA Board level.
- Organise PATA Chapter Colloquium twice a year in conjunction with PATA annual events, and provide report to PATA Board.

Qualifications

- Bachelor's degree required; Master's degree in Business Administration or a similar field preferred
- Fluency in one or more Asian languages preferred
- Understanding of and networks within the global travel industry as well as tech companies, nonprofits, universities and others within Asia Pacific
- At least 7 years of experience in strategic sales or business development
- Able to travel to both domestic and international locations to meet and liaise with potential partners and clients
- Proven ability to find strategic partnerships that have led to increase revenue and contracts
- Proven ability to negotiate and work with high level executives
- Strong analytic skills (financial, planning, operational)
- Demonstrated drive to solve problems in a highly-collaborative team environment and leading with high energy and a positive attitude

- Development, strategic initiatives or fundraising role for a nonprofit, foundation, campaign organization, government entity or similar organization experience
- Demonstrated success in that role and tangible experience of having expanded and cultivated existing partnerships over time
- Experience of working as part of a senior management team and leading organizational strategy
- Strong relationship building skills and an entrepreneurial approach that leverages further opportunities
- Excellent communication skills, both written and oral and excellent relationship building skills

Applicants who already have the right to work in Thailand are heavily preferred, although outstanding international candidates who meet all the above qualifications will still be considered.

To apply, please send your cover letter and CV to: Pata_HR@pata.org.