

Product Inventory and Pricing Manager

About The Role

Title: **Product Inventory and Pricing Manager**

Reporting to: **Head of Product Inventory, Pricing, IT and Change**

Location: **Bispham, Blackpool**

Are you ready to embark on a rewarding journey with Next Generation Travel Group? We're not just another company; we're the driving force behind the UK's most exciting educational travel brands. If you're someone who thrives in a collaborative and supportive environment, then you're exactly who we're looking for.

We're looking for a driven Product Inventory and Pricing Manager. In this exciting role, you will work across all our trading brands, including WST, Anglia Tours, Sports & Study Experiences. If you have a passion for travel, a keen eye for detail, and thrive in a fast-paced environment, this is the perfect opportunity for you. You'll play a key role in ensuring we not only meet but exceed our service level agreements, delivering exceptional customer service and securing the best value for money for our customers.

Join us and be part of a team that brings incredible travel experiences to life!





What you can expect in return

- Monday to Friday, 35 hours per week, with options to work 08:00–16:00, 08:30–16:30, 09:00 – 17:00 (flexible working hour requests can also be considered around term time).
- Annual salary reviews linked to performance.
- Reward and recognition programme.
- Pension scheme after a qualifying period (we’ll contribute 3%).
- Access to company funded Health and Mental Wellbeing resources.
- 25 days annual leave plus bank holidays, rising by 1 day for every 5 years of service up to a maximum of 30 days.
- Up to 10 days un-paid leave can be requested (subject to approval).
- Training, development, and progression opportunities.
- Team events.
- Onsite car park and close to public transport.
- A people focused, customer centric environment with an amazing support network. We have built an exciting, energetic, and innovative culture by working together.

What will your role look like

- Support the Head of Product Inventory, Pricing and change to review the current processes around product planning, supplier data and rate loading and pricing, propose and implement changes to reduce workload whilst protecting tour quality and margins.
- Implementation of a product management timetable, including product planning, contracting delivery, estimated / contracted costs loading.
- Track inventory utilisation and support the product & purchasing strategy in terms of driving more sales to less suppliers to improve efficiencies & strengthen our buying power.
- Support the development of educational tour packages aligned with school curriculum objectives.
- Develop tour templates by destination and subject to facilitate an effective quote process.
- Manage the Product Inventory and Pricing team ensuring they can meet the demands of trading, loading supplier information and rates, creating tailor-made travel quotes, compiling accurate pricing to meet customer needs efficiently and professionally
- Ensure all costing / pricing requests are completed in a timely manner in line with the SLA and monitor the “actions” box to ensure no barriers to achieving the SLA.
- Handle internal enquiries and offer expert advice on destination pricing
- Provide recommendations on pricing strategies, cost optimization, and efficiency initiatives.
- Implement controls around the Retention costing process to ensure any cloned tours are in line with prior tour, ensuring reasons are provided for above inflationary increases.
- Regular updates and interaction with all sales managers and commercial teams across the brands, ensuring relevant feedback on updates is provided in a timely manner.
- Liaise with supplier relationship owners to ensure information is provided to the Pricing team in an accurate and timely manner.



- Review with supplier relationship owners and commercial teams on estimated rates to be entered into the Rates Repository.
- Liaise with Margin Enhancement Officer and Finance to ensure any margin leakage or costing errors are highlighted and the process amended to ensure improvements and stop erosions.
- Ensure all rates loaded into the Rates Repository are checked and audited on a timely basis ensuring accuracy and completeness.
- Provide a high level of customer service when liaising with external suppliers and internal colleagues, building strong and positive working relationships.
- Responsible for supplier/product information across the website, customer portal and all customer-facing documents.
- Collaborate with operations and sales teams to enhance product quality and profitable delivery.
- Work with the Marketing team to update internal product information, training packs and the website based on new supplier updates.
- Support tactical trading demands, such as targeted promotions.

Are you the right person?

- Excellent stakeholder management and communication skills.
- People management experience, ability to manage and develop a team
- Ability to influence sales direction through product strategy
- Data-driven decision-making ability
- Experience of data management and CRM system (preferably Zoho)
- IT literate with a good working knowledge of Word, Excel, PowerPoint and Adobe.
- Experience of working with multiple IT systems at one time and pick up new IT systems and processes quickly.
- Confidence to reach out to suppliers directly for information.
- A passion for educational travel and learning about new locations.
- Strong time management skills, the ability to prioritise workload, be highly organised, whilst being able to adapt to changing priorities quickly.
- Strong analytical and problem-solving capabilities, work with multiple priorities and meet deadlines.
- Proactive and able to work as under own initiative, and as part of a wider team.
- Commercially aware, with good numeracy
- Ability to develop and enhance new processes and procedures, to drive continuous improvement
- Excellent verbal and written communication skills, with accurate written and spoken English.
- Positive, flexible attitude and a team player
- Experience in the travel, tour operator, or education sectors desirable



If you're ready to take on a role where your ideas are valued, your efforts recognised, and your potential unleashed, then we want to hear from you. Join us in shaping the future of educational travel and be part of something extraordinary. Apply now and let's embark on this journey together!