
Job Title: Head of Long-Haul Product
Reports To: Managing Director
Direct Reports: 3 Product Managers
Based: East of England (Cambridgeshire HQ with flexible working options)
Salary: Competitive depending on experience

Join Us on an Incredible Journey — and Shape the Future of Tailor-Made Travel

We are growing, innovating, and ready for the next chapter. At Premier Holidays, our ambition is clear: to be recognised as the trade's go-to specialist for tailor-made long-haul experiences and the market leader for the Channel Islands. To support this vision, we are creating a brand-new leadership role that puts you at the heart of our long-haul product strategy.

As **Head of Long-Haul Product**, you will have the incredible opportunity to refine our product range and content, with a real focus on driving business growth and product innovation alongside elevating our profile within the travel industry. If you are commercially astute, passionate about travel, and ready to inspire and work alongside a loyal, dedicated and experienced team shaping unforgettable travel experiences, then come and be part of our journey.

About the Role:

As Head of Long-Haul Product, you will be responsible for leading the strategy, development, and performance of our long-haul product portfolio. You will ensure that our offerings remain competitive, innovative, and aligned with customer expectations and business goals. This is a senior leadership role that requires strong commercial acumen, destination knowledge, supplier negotiation skills, the ability to manage an experienced team plus a real passion for travel.

Main Duties and Responsibilities

- Ensure commercial targets, including revenue and margin, are met across all long-haul destinations
- Review and analyse the existing product portfolio (currently Middle East, Indian Ocean, South East Asia, Australasia, North America, and Southern Africa) from both customer and commercial perspectives
- Develop and execute a clear product strategy for all long-haul destinations moving forwards with the opportunity to look at expanding into new areas
- Monitor market trends, competitor activity, and customer feedback to identify opportunities for growth and improvement or differentiation
- Manage the end-to-end lifecycle of products, from market analysis and contracting to pricing and launch and overseeing operationally thereafter
- Ensure product contracting levels are in line with budget aspirations and that commercial terms remain optimal, regularly reviewing third party supplier business (direct contracts, bed banks and ground handlers) to evaluate most effective buying
- Collaborate closely with the Reservations, Pricing, Sales and Marketing Teams highlighting key destinations to focus on and monitoring subsequent sales performance
- Oversee Customer Health & Safety compliance across all relevant products and operational areas
- Lead and inspire a small team of Product Managers, assisting with the prioritisation of event diaries and workloads
- Build and maintain strong senior relationships with key suppliers, tourist boards, and DMCs, travelling to key destinations as and when required

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- Represent the company at trade events and actively network within the travel industry to promote our brand and source new opportunities.
 - Working closely with the Marketing Team and Partnership Marketing Manager to bring products to market and to elevate funding opportunities
 - Overseeing the design layout, format and content of all relevant brochures
 - Ensuring the Web team have the most up to date content for the long haul destination and offer pages plus monitoring long haul bookings on the single centre booking portal (once project complete)

Knowledge, Skills, and Experience:

- Significant experience in a senior product management role within the travel industry
- In-depth knowledge of long-haul destinations and tailor-made travel
- Ideally have existing commercial relationships and contacts with all the major long haul airlines
- Commercially minded with experience in driving growth through innovative product development and identifying competitive advantages to increase market share
- Strong commercial awareness and experience in delivering profitable product strategies
- Excellent negotiation and relationship management skills
- Proven leadership skills with the ability to motivate and develop a team
- Analytical mindset with proficiency in using data to drive decision-making
- Strong communication and presentation skills

What's in it for you:

We're a friendly, approachable team who value our people. We listen to our staff, treat everyone fairly, celebrate long service and loyalty, and pride ourselves on being flexible, fun, and sociable — creating the best possible environment for our employees to thrive. We offer:

- Working from home 2 days per week
- Performance related bonus
- Annual company profit share bonus
- Great discounts on your own holidays (plus generous friends and family discounts)
- 25 days holiday plus UK bank holidays
- Standard Life Pension with enhanced employer contribution
- Regular social events: Summer Party, Christmas Party, Quiz nights, brochure launches and a social fund to spend on team building events
- Become part of the Premier family and experience a supportive company culture that fosters teamwork and cross-department collaboration
- Be a person, not a number! We value all of our employees and strive to create an inclusive and welcoming work environment
- Free onsite Parking
- Annual Volunteer in your Community Day

What are the hours for the role?

We're looking for someone who can offer flexibility in their working hours due to the seniority and nature of this position. While the core hours are 37.5 per week, Monday to Friday, 09:00 to 17:30 with three office days and two work from home days, the role requires the ability to travel (within the UK and overseas) and attend events outside of these hours when necessary.

A bit about Premier

Premier Travel Group (made up of Premier Holidays and Premier Travel) are an independently owned, family-run travel company that has proudly been operating locally for almost 90 years. Over half of our team of 220 have been with the company for more than 10 years, which says a lot about our company ethos and experience in selling holidays.

Premier Holidays Limited is the tour operation side of the business offering a wide range of holiday destinations, which include the Channel Islands, Far East, Sri Lanka, Middle East, Southern Africa, Indian Ocean, USA, Canada, Australia, New Zealand, and the South Pacific. We are well known within the travel industry as the market leader for Channel Islands holidays and as a long-haul specialist with a team possessing extensive experience in creating long haul, tailor-made multi-centre holidays. Our wide range of inspiring brochures can be found in most Travel Agencies across the UK and our knowledgeable staff are always on the end of a phone line to offer invaluable holiday advice and personal recommendations.

Premier Travel Limited is the East of England's leading independent travel agency with 27 branches across the East and Southeast of England, twelve of which are in the Cambridgeshire area. Our Travel Consultants pride themselves on their excellent travel knowledge, high levels of customer service and the personal touch that keeps our many loyal customers coming back to us again and again.

Data Privacy

Before applying for this position please view our [Careers Site Privacy Policy](#). By submitting your application, you are confirming that you agree to the processing of your data as outlined in our [Careers Site Privacy Policy](#) and that we can keep your CV and application on file for up to two years.