



Job Profile:

Boutique Travel Sales Specialist: Origins Africa Retreat

- ★ Key role at the heart of an exciting new brand
- ★ Uncapped performance bonuses
- ★ Flexible working
- ★ Rapid progression opportunities
- ★ Expenses paid travel to our Retreat Lodge in Tanzania

About the Company

Origins Africa is a brand new yoga retreat lodge in Tanzania, designed to immerse our guests in the beautiful natural landscape, and blend the warmth of African culture with the highest standards of hospitality.

From our headquarters in Edinburgh, we provide a comprehensive service that makes it easy for yoga teachers to lead their retreats with fully customised itineraries and bolt-on adventures from safaris to traditional wellness experiences in remote tribal villages.

The lodge itself is truly spectacular, sitting on a hilltop high above the Great Ruaha Valley, with chalets dotted among giant boulders and native woodland full of wild monkeys. Our facilities include a wood-fired sauna with cold plunge, 360-degree panoramic yoga deck, indoor studio and craft workshop.

We take our responsibility to protect the natural world very seriously. Much of the lodge is built with natural stone and timber structures using local, sustainable materials, and we're 100% off-grid powered by solar energy.

With the lodge set to fully open for the 2026 season, this is an exciting time to join a fast-moving company with a real start-up feel. Our core team's years of experience creating very human experiences across Africa and the wider world provides a strong foundation, but doesn't take away any of the entrepreneurial style of this project.



About the Role

Your first job as our Sales Specialist will be to directly sell retreats for our 2026 and 2027 seasons.

You'll be selling primarily to yoga teachers and other retreat leaders for exclusive use of the retreat lodge, with a typical booking value around £20,000. You'll also sell individual places on a small number of retreats that we run fully in-house.

Delivering these sales in your first few months in the job, before the lodge opens and without the resource of past customers to call on, will require creativity and skill from you as a strong sales professional.

You'll sometimes work closely with the Director, especially to learn our core brand messaging and what makes our offering unique, but it will be down to you as the sales lead to find ways to reach potential customers and progress them to the point of closing the sale.

As the sales cornerstone of the business with a proven ability to sell our brand, you'll have very strong progression and reward opportunities.

Location

Our Head Office is in Edinburgh, so being based there is obviously advantageous. However, there is flexibility for this to be a substantially remote role to fit around the strongest candidate.

You'll have the opportunity to spend time at the retreat itself in Tanzania, including with groups you have sold to, in order to be fully immersed in our brand - and enjoy the benefits of working for a boutique travel company.



About You

- You will be a natural salesperson, driven by the buzz of closing sales and thriving on ambitious targets.
- You'll be a great leader, proactive and confident driving your own ideas not waiting for direction from others.
- You'll be a brilliant sales closer, excelling in that rare skill of turning interest and excitement into actual bookings.
- You'll be naturally happy, positive and energetic.
- You'll be excited by the unique business we are creating, with a clear understanding of why it will be popular.

Salary & Benefits

- An attractive pay offer will be made based on what the successful candidate can bring to the role, with uncapped performance-related bonuses.
- MacBook & iPhone.
- Flexible working that focuses on results not hours.
- A chance to be part of an exciting premium travel brand from its early days.

Application

To apply, you must submit your CV along with a carefully considered covering letter that sets out clearly how you meet the criteria above and why you feel this is the right role for you to jobs@originsafricaretreat.com

Your covering letter must be entirely your own work, and you should expect to be challenged on it during interviews.