



TITLE Sales Consultant, Dive team
DATE November 2019
STATUS Full time
LOCATION Long Barn South, Bishops Sutton, Alresford, Hampshire

In this role, you will be working as part of the Sales team, creating and selling Red Sea and Worldwide holidays primarily for our Regaldive brand, and offering support where required to Dive Worldwide clients.

As an employee of The Natural Travel Collection we expect you to excel yourself within the company, have an ambition to develop within the company, be eager to work with and help others and have a commitment to providing the very best holiday experiences to our diverse range of destinations around the world.

QUALIFICATIONS AND EXPERIENCE

It is essential that you have a keen interest in travel and especially scuba diving, with proven experience in a sales-focused environment. You need to be able to manage your workloads efficiently and effectively, and deliver target driven results – on time.

You must be educated to a high standard, have strong communication skills, computer literate, and numerically literate.

Ideally you will have a strong first hand knowledge of a number of our destinations (including airlines, airports, visa and health requirements), proven travel and diving industry experience, plus strong commercial awareness, especially in a customer facing environment.

We expect you to be confident and knowledgeable, trustworthy and reliable, articulate and enthusiastic, organised and efficient, self motivated and independent, but above all, a team player.

YOUR RESPONSIBILITIES

This is not intended to be an exhaustive list, but to give a strong indication of what to expect in the role.

- Assist with maintaining and expanding our current customer base by using your sales skills and destination knowledge when receiving inbound enquiries, and making outbound contact.
- Use your knowledge to effectively sell diving holidays, inline with the ongoing campaigns of our product and marketing departments.
- Ensure your trips are developed and confirmed within our operational and financial guidelines, ensuring excellent attention to detail.
- Provide our customers with the very highest standard of customer experience and advice.
- Endeavour to meet the personal sales targets you are set, in an ethical and responsible manner.

