



Travel Sales Executive

- **Vacancy for:** 3
- **Posted on:** Oct. 8, 2017
- **Deadline:** Nov. 9, 2017, 11:55 p.m.

Basic Job Information

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| Job Category | : Sales / Public Relations |
| Job Level | : Mid Level |
| Employment Type | : Full Time |
| Job Location | : Kathmandu |
| Offered Salary | : Negotiable |

Job Specification

Education Level : Under Graduate (Bachelor)
Experience Required : Not Required

Job Description

The Travel Sales Executive is a full-time position. The ideal candidate will have an understanding of sales, marketing and customer service in tourism industry. We are looking for enthusiastic individuals who have a drive to succeed in sales, and a passion for a knowledge of the continents in which we operate. The Travel Sales Executive reports to the CEO (Based in Nepal) and works in our Nepal office.

Education:

- Bachelor's degree; preferably Sales & Marketing or Travel & Tourism related field.

Independent & Teamwork:

- Candidate must be comfortable working independently and with a small team locally and internationally. Candidate must be a self-starter and well organized.

Key responsibilities:

- To create and sell high quality readily available fix departure or individually designed tailor-made itineraries for Lumle customers.
- To convert every single genuine query received to sale to maximize the revenue and profit
- To ensure the product sold and supporting information provided to our customers is to the highest standard.
- Responding to customers inquiries via the telephone and email to assist them booking their holiday package.
- Identifying the needs of the customer, building an instant rapport, offering advice to support their requirement.
- Liaising with suppliers to gather required information and tailor holidays.
- Make outbound calls to customers to follow up on previous queries.
- Maintain call back the calendar to ensure all customer call back expectations are met or exceeded and follow/ maintain daily lead management report.
- To upsell and cross-sell additional travel products and services to maximise opportunities.
- To work to and achieve targets - these will be reduced for the first 3 months.
- To achieve levels of customer service at all stages of the process to engender repeat purchase.
- To keep in touch with product developments team in order to ensure that you remain a true Travel Sales Executive with up to date knowledge and understanding of tourist ancillary services.
- To demonstrate a total commitment to customer service. Important, it's your goal to ensure all customers return home having had a holiday which exceeds their expectations.

Other Requirements:

- Previous sales or call center experience
- Strong communication skills.
- Customer service & selling skills.
- Results orientated.

- Strong organization & time management skills.
- Will be able to prioritize and multi-task
- Will have the ability to build rapport with customers
- Must be able to work in any other areas of the business within the company as required by the line manager

TO APPLY:

If you believe you have the right attributes to outshine the rest then please do get in touch by emailing your interest to nepal@lumle.com

OR,

Applying Procedure

Apply Link : <https://merojob.com/travel-sales-executive-2/>

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