

Alpine Account Manager

Position:	Permanent, Full time,
Reporting to:	Sales Director
Location:	London (SW18) / Home working
Salary:	£25k per annum plus bonus plus great benefits

VIP SKI provides around 7,000 outstanding ski holidays a year and operates 40 fabulous properties in five of the leading French ski resorts. To do this is not easy, we are not a brand but a community of people and skiers drawn together around a common love of skiing.

This is an amazing opportunity to work within Luxury Travel as part of a small but inspirational team who are passionate about their brand, have an ambitious growth plan and the desire to achieve it. This position is aimed at individuals who are looking for a long-term career in the ski industry.

Candidates must have a keen interest in skiing to join our UK sales team. Your time and experience in the Alps is invaluable to us and our clients, who demand detailed first-hand resort knowledge and guidance when booking their ski holiday.

The successful candidate will be responsible for all sales activities, from lead generation and following up enquiries through to processing bookings and handling after-sales enquiries. You will work within our small team for the achievement of customer satisfaction, revenue generation, and long-term goals in line with company vision and values.

Job description in a little more detail:

- Present, promote and sell VIP SKI holidays using solid arguments to existing and prospective customers
- Establish, develop and maintain positive customer relationships
- Reach out to customer leads through email and phone calls
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Will be required to work a number of Saturday mornings during the winter season
- Requires some overseas travel
- Any other duties as directed by the Sales Director

Desired Skills & Experience:

- Completed a ski season preferred.
- Excellent knowledge of MS Office and overall IT skills
- Excellent selling, communication and negotiation skills
- Articulate and confident communicator
- Ability to prioritise workload, good time management and organisational skills

Personal qualities

- Impeccably organised
- Highly motivated and target driven

- Self-motivated and organised with the ability to multi-task
- Great team player but with the ability to work independently without supervision
- Absolutely obsessed with detail
- A smiley face

What we offer

- 20 days annual leave plus Bank Holidays
- Annual training week in one of our chalets overseas
- Generous bonus scheme
- 'Friends and Family' discounted ski holidays
- A cool job at a great Company

This is a wonderfully engaging and rewarding opportunity in a growing and fun-loving Company but requires absolute commitment and obsessive attention to detail. Do not apply if these to qualities cause you any alarm.

Interested ?

If this opportunity is of interest, please apply by emailing gareth.crump@vip-chalets.com attaching your CV and covering letter clearly stating the date you would be available for employment.

We regret that only successful applicants will be contacted.