

29.08.19

Sales Consultant (permanent, full time)

Location:	London (SW18)
Immediate start	
Salary:	£19,000 per annum
Potential bonus:	Weekly sales team based target. OTE c. £2,000 per annum Personal performance objectives £250 per quarter Overall company sales target 10% of basic salary. Plus an override bonus of 1% of company turnover above target earnings.
Benefits:	20 days annual leave plus Bank Holidays. Annual training week in one of our chalets overseas.

Job description:

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. VIP SKI are looking for a Sales Consultant to join their team in Putney.

We have been offering chalet holidays for 30 years and that success stems from having a great team of highly experienced and motivated staff. 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 before 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.

Key Responsibilities:

- 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 Saturdays during the winter season.
- Requires some overseas travel.
- Any other duties as directed by the Sales & marketing Director.

Desired Skills & Experience:

- Completed a ski season preferential.

- Excellent knowledge of MS Office and overall IT skills.
- Highly motivated and target driven.
- Excellent selling, communication and negotiation skills.
- Articulate and confident communicator.
- Excellent attention to detail.
- Ability to prioritise workload, good time management and organisational skills.
- Highly motivated and enthusiastic.

Interested?

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

Please note, only successful applicants will be contacted.