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# Example of Sales Manager Travel Job Description

Our company is looking to fill the role of sales manager travel. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales manager travel

* All aspects of sales and management, including initiation, development & maintenance of client accounts, contacts and bookings and exploring new opportunities in the market
* Develop and oversee the implementation of comprehensive business strategies, and sales and marketing plans that complement the overall operating plan for the Area
* Participate with business unit leadership to develop and implement pricing strategy to meet Company objectives
* Review particularly complex Customer Service Agreements for terms and conditions pricing, accuracy
* Adherence to agreed profitability guidelines
* Achievement of business results and personal targets
* Negotiate guest room rates, and hotel services within approved booking guidelines
* Responds promptly to client requests in a friendly, efficient manner
* Assist in implementing special promotions relating to direct sales segments, parties, sales blitzes
* Consult with prospect about business challenges and requirements, the range of data solutions options and cost benefits of each

## Qualifications for sales manager travel

* Legal permission to work in USA is required
* Position is home based in the US, preferably in TX, or FL
* Marketing projects including but not limited to organizing and participating in Sales Blitz projects, working with city and state tourism agencies, attending and participating in travel related association meetings and trade shows
* Proper usage/procedures of Delphi system
* Responsible for soliciting, qualifying, and developing transient business travel accounts ranging in volume from 50-1000 room nights annually
* Meet and exceed monthly, quarterly and annual room night and revenue goals as assigned by market