Downloaded from <https://www.velvetjobs.com/job-descriptions/sales-manager-travel>

# Example of Sales Manager Travel Job Description

Our company is hiring for a sales manager travel. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales manager travel

* Instill best practices in lead sourcing and generation, , business development tools
* Provide feedback and market expertise to senior leadership and various internal teams responsible for product development
* Utilize analytics skills to identify trends and make forward thinking suggestions to allow your team to sell more efficiently
* Coach and mentor a team designed to deliver continued revenue growth in a consultative client first sales environment
* Consistently meet or exceed quarterly revenue goals
* Manage time effectively across a large geographical region consisting of numerous time zones throughout the Asia Pacific region
* Research demand generators in the local market
* Respond promptly to guest requests in a friendly manner
* Produce content for the monthly e-newsletter to the client base
* Provide total account management support for the wholesale accounts and develop strong partnership with them

## Qualifications for sales manager travel

* Grow existing relationships with assigned corporate accounts
* Mandatory quarterly review meeting with all local volume agreements
* Enforcement of commitments/agreements
* Tracking monthly, quarterly, and annual volume for all owned accounts
* Adherence to pricing policy and standards
* Solicitation of account designated travel agents