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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

* To undertake any activities or specific projects assigned by the Director of Sales & Marketing
* To define precisely guest requirements and ensure that the guest service offered corresponds effectively to their requests
* To provide after-sales service and in particular to ensure all guest complaints are taken seriously and discussed with the respective departments if necessary
* To negotiate prices with the clients and certified by the Director of Sales & Marketing
* To issue and confirm proposals in writing as a record
* Identify and develop new transient market opportunities and strategies, aggressively pursuing the appropriate mix and type of business that will best achieve the Hotel sales plan and direction
* Fully develop Transient market segments (Retail, Consortia, luxury agencies, leisure and entertainment market) and achieve room night and revenue goals these segments
* Empower the SRM (if applicable) to achieve and exceed their regional objectives
* Communicate effectively to the teams and management
* Plan Store visits effectively

## Qualifications for sales manager travel

* Bachelor’s Degree in Marketing, Sales, Hospitality or a related field is preferred
* 1 to 4 years of experience in Sales, Marketing, and Public Relations preferred
* Experience in commercial is a plus, preferably within a retail and/or consumer goods environment
* Brand Ambassador management experience is a plus
* Must have the ability to assimilate complex information, data, from disparate sources and consider, adjust, or modify to meet the constraints of a particular need
* 7 years of progressive experience in a sales management role that includes experience managing other sales personnel, and experience developing comprehensive sales strategies, business and sales plans