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# Example of Sales Manager Travel Job Description

Our innovative and growing company is hiring for a sales manager travel. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales manager travel

* Prepare seasonal tour rates and negotiate winning agreements for both the customer and Westin Resort & Spa Whistler
* Develop annual sales action plan, and recommended budget, including revenue, room night and activity objectives for assigned market
* Develop strong internal/external customer relationships and work with other departments within the hotel to provide quality service to customers
* Professionally represent The Westin Resort & Spa, Whistler at all times, including trade shows, FAMs and sites, community events and industry meetings and as required
* Monitor wholesale blocks and prepare necessary statistical production of all wholesale accounts
* Responsible for keeping all Account Profiles in CI/TY or ISAC accurate and up-to-date at all times and documenting file activity when it occurs
* Plan and execute sales trips, sales calls, site visits, FAM trips, client entertainment and attend trade shows, conferences and industry meetings
* Recommend and evaluate promotional activities, collateral material and sales opportunities in assigned market to support planned objectives
* Ensure clients publish accurate information in printed materials and on websites
* Acquire a deep comprehension of economic and sector/industry trends, consumer buying habits, competition information and opportunities in assigned markets to drive innovative sales solutions for the hotel

## Qualifications for sales manager travel

* Must have completed recognised advanced industry courses in Sales Skills
* Familiarity with best practices in web implementation is a must
* Experience in developing web sites, including a background using and managing advanced interactive technologies will be an advantage
* Knowledge of SEO, email marketing, CMS and web analytics/reporting systems
* Demonstrated success in developing recruitment strategies, driving process improvement, and achieving key objectives
* Demonstrated success in critical and conceptual thinking with effective results in highly fast paced and complex situations