



Example of Travel Sales Manager Job Description

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Our company is looking for a travel sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for travel sales manager

- Utilize arrival reports, Hospitality knowledge, Opera business intelligence, Book of Lists, Hoover's Lists, etc, to solicit and secure business on behalf of hotel
- Follow up on all business inquiries and leads and qualify business to generate room nights and impact RevPar performance
- Achieve monthly and annual revenue and direct sales goals including outside sales calls, prospecting calls, site inspections, and entertainment as outlined
- Uncover potential P2P leads on behalf of sister properties and the company
- Focus on qualifying new local negotiated BTS accounts via outside calls, prospect callings, attending trade shows and industry events with the exception of key national accounts
- Generate leads for group accounts & catering functions
- Participate in industry related organizations, and local community to develop business
- Assist in daily customer relations
- Conduct site inspections and entertain clients on property as needed
- Support in daily office management, including but not limited to sales meetings and daily business review

Qualifications for travel sales manager

- Analyse & review the open-to-buy budgets and orders from designated Travel Retail accounts
- Manage the organization of sales campaigns, product presentation

- You have at least 8 years of experience in online marketing and/or in online advertising, ideally at an airline or alternatively at a media agency or similar
- You have at least 5 years of experience in a customer facing environment
- You have a network including advertising agencies, media buyers and technology decision-makers, ideally in the travel industry
- You are experienced in managing longer sales cycles with many stakeholders