



Example of Travel Sales Manager Job Description

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

Responsibilities for travel sales manager

- Prospect for new transient business
- Develop and implement specific account marketing plans for appropriate accounts
- Maintain regular communication with all special corporate/preferred corporate accounts and send quarterly production reports to all clients
- Maintain in-depth files on all accounts
- Assist in updating Brand national Transient database, if applicable
- 5 - 10 years work experience with International Wholesale and Retail business, preferably in Asia with Travel Retail experience
- Experience working with DFS is a plus
- Ability to Travel 50% of the time to different countries in Asia
- Mandarin Fluency is required
- Build and maintain an emerging sales team and ensure the attainment of team targets

Qualifications for travel sales manager

- Bachelor's degree (Business Hospitality Management or related)
- Computer Knowledge – Word, Excel, Outlook required
- Flexible schedule, must be available to work nights and weekends up to 10 events per year
- Comfortable with public speaking & presentations
- Negotiate business terms with Travel Retail partners

