

## Sales Manager UK

360 Private Travel is a private travel club offering the very best in personal service with a passion for quality.

We do not advertise; we are recommended to all our clients personally, so satisfaction levels are paramount. Our clients have such a variety of interests that we design each holiday from scratch, from first ideas to the fine details of every itinerary, we skilfully highlight places and experiences that others might miss.

Our legendary personal service and global travel expertise really come down to one thing: the right people. The team at 360 Private Travel continues to grow internationally, but there is always room for more of our rare commodity described above.

### The Role

This is an exciting opportunity to join 360's expanding Head Office team working alongside the Director of Sales to lead the sales team, and drive growth and success within the business.

As Sales Manager you will be responsible for supporting the 360 travel Partners on a day-to-day basis – many are high-flyers, others are quickly developing. You'll be motivating and supporting the whole team to achieve and increase sales.

### Role Responsibilities include:

- Identifying and pursuing new business opportunities by establishing and nurturing relationships with potential new partners
- Effectively building and maintaining strong professional relationships within the business and industry
- Leading and supporting the team on a day-to-day basis to maximise sales and business development
- Assisting and supporting the team with any issues that may arise, dealing with these efficiently and effectively
- Driving team engagement and organising team incentives and initiatives.
- Staying up to date on industry trends
- Working closely alongside the product and marketing team
- Attending events in the UK and overseas where needed
- Setting goals and targets for the Partners
- Ensure Partner satisfaction by nurturing relations to guarantee continued loyalty across the brands
- Producing monthly and annual sales reports, statistics and strategies for the DOS

### Role Requirements (Skills & Experience)

- Travel industry background (advantageous)
- Strong product knowledge within the industry
- Excellent communication, negotiation and interpersonal skills to build relationships with Partners
- Ability to listen and communicate effectively
- Experience in sales or business development, preferably within the travel industry
- Strong organisational and time-management skills
- Computer-literate with experience of Microsoft Office

**Salary**

Depending on experience at application

**Hours/Location**

This is a full-time role. Monday-Friday, 40 hours per week, hybrid working, with the expectation of once a week in our friendly Head Office in Sevenoaks, Kent.