

Travelopia

Agency Sales Rep, Exodus Travels, London

Location: Surbiton, London

Business Sector: Exodus

Function: Agency Sales

Reports to: Agency Sales Manager

Contract Terms: Permanent role

Band: 6

ROLE SUMMARY

Travelopia is a pioneer in the specialist travel sector, with a portfolio of more than 50 independently operated brands, most of which are leaders in their sector. Sailing adventures, safaris, sports tours, Arctic expeditions – our brands are as diverse as they are exciting, creating unforgettable experiences for customers across the world.

The UK Adventure division constitutes the Exodus Travels, Trek America, Grand American Adventures & Headwater brands, and offers a diverse range of experiences to a wide range of discerning customers in multiple markets including North America and Australasia.

It's an exciting time to join as there are big growth opportunities across the brands.

This Agency Sales Rep role works closely with both the Exodus Agency team and Exodus Marketing department, liaising with travel agents to nurture and develop new and existing accounts, as well as work with the Agency Sales Manager to ensure we have a co-ordinated marketing plan for agents and partners. This will be a developing role and the tasks and responsibilities may evolve over time.

The active/adventure sector in the travel industry is enjoying a period of strong growth, especially in the UK. We want to capitalise on this and ensure that all is being done by the consultants to convert as many leads in the most efficient way possible whilst still guaranteeing the normal high levels of service.

WHAT YOU WILL BE DOING:

Travelopia

As an Agency Sales Rep, your primary objective is to deliver increased growth in UK Agency sales. This will be done by finding new agents willing and capable of selling the Exodus product, nurturing and further develop existing established accounts as well as providing product training, presentations and slide shows to agents.

As well as working directly with agents, the other significant aspect of the role is to work with the wider Agency Sales Team to ensure we have a co-ordinated marketing plan for agents and partners and that we provide suitable marketing assets to our trade partners. You will have ownership of the plan and ensure that activity is briefed to the creative team in a timely manner. You will also oversee the printed and digital advertising for trade press campaigns, sticking to agreed budgets and timescales, and assist with social media activity and promotion of the Exodus brand through appropriate channels.

This role requires flexibility and some evening and weekend work is required. Agency training is often conducted early morning before branches open, or early evening.

WHAT WE ARE LOOKING FOR

- *Strong travel background with a demonstrable passion and excitement for the adventure travel industry*
- *Excellent communicator who builds relationships quickly*
- *Friendly and professional manner*
- *Self-motivating*
- *Well-presented and excellent timekeeping*
- *Experience of independent travel and good geographical knowledge*
- *Competence in dealing with agent requests and questions efficiently*
- *Ability to prioritise workload on a day to day basis*
- *Good knowledge of Excel & Word*

WORKING WITH US:

Travelopia

Operating across the globe including Europe, Australia, North America and Canada, we're passionate about being the best and pride ourselves on the unique and diverse range of holiday experiences we offer our customers.

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Join us and in return you'll be rewarded with:

- Competitive salary
- Various employee discounts and offers
- Childcare vouchers & cycle to work scheme
- Contributory Pension scheme
- Career progression opportunities

PLEASE NOTE THAT FOR ALL BENEFITS, DETAILS WERE ACCURATE AS AT THE DATE OF PUBLICATION. ANY CHANGES WILL BE NOTIFIED TO YOU UPON YOUR START WITH THE COMPANY.

How to Apply?

Please send CV and covering letter to talent@travelopia.com and please copy in Dan Jackson (Agency Sales Manager) – djackson@exodus.co.uk