



Sales Executive NSW - Sydney

The principal job purpose of the Sales Executive is to identify, source and procure incremental sales revenue within the designated sales territory. Key sales activities will include; sales visitations, presentation meetings and negotiations with travel agents, wholesalers, corporate accounts (existing and potential), maintaining a regular call pattern to key agents, and coordinating other functions such as product updates and promotional events.

The role also includes training, hosting seminars and updates with agents and wholesalers, attending events and workshops, and hosting familiarisation trip/s.

The Sales Executive will strive to gain a reputation for professionalism, dependability and integrity in the market and corporate community.

The Sales Executive will report to the Country Manager Australia & New Zealand and work closely with New Caledonia Tourism (NCT) and with other colleagues who together will be committed to achieving the company's goals and objectives.

Candidate requirements:

- At least twelve months current "on-the-road" sales experience
- Proven ability to grow sales and market share
- Established relationships with travel agents in NSW
- Strong communication skills and the ability to work autonomously