

JOB OPPORTUNITIES WITH TRAVELOPIA

TUI UNIVERSITY TRAVEL

Job Description

Job Title:	Sales Executive
Department:	ILOVETOUR
Reports to:	Sales Manager
Location:	Sports Travel House, 14 Castle Mews, Hampton, TW12 2NP
Company Overview:	<p>ILOVETOUR are a University Student travel brand based in the Education, Events and Expedition division of Travelopia, the world's largest collection of specialist travel brands.</p> <p>Every year we handle the tours, holidays and events for over 20,000 University students travelling to destinations around the world. Our office is based in Hampton, and we operate the following brands:</p> <ul style="list-style-type: none"> • ILOVETOUR • Off The Piste • Edwin Doran • Masterclass Events <p>ILOVETOUR are the market leaders for university sports festivals and student travel. We are looking for enthusiastic, self-motivated, ambitious, sporty students to join our team in the Hampton head office.</p> <p>This job role will have you working in all aspects of event management as well as the wider travel industry. It offers experience and development in selling, planning, organising and coordinating events, whilst working in a close-knit team. It also involves travelling out of the office to target clients around the UK as well as travelling abroad for on site event management and familiarisation/training trips to destinations including Italy, Croatia, Holland and Spain.</p>
Role Overview:	<ul style="list-style-type: none"> • Sell sports tour and upgrades to university sports teams and booked group leaders. • Liaise with clients, agents and suppliers regarding event logistics. • Account management of your own client list - giving our clients flawless customer service. • Organise events & tours abroad with a team of contracted event staff. • Attend student promotional events. • Take a key resort role in the delivery and management of our festivals. • Managing personal sales projects to increase the portfolio and/or revenue of the company. • Improve and enrich the experience for clients travelling with ILOVETOUR
Role Responsibilities:	<ul style="list-style-type: none"> • To have fun with our ILOVETOUR office team!

	<ul style="list-style-type: none"> • Selling tours and supplements to clients. • Account management, client admin office tasks. • Answering clients' queries through email and phone. • Organising clients and daily tasks. • Liaising with agents and suppliers. • Managing a team of resort staff. • Supporting colleagues and working effectively in a team.
<p>Testimonial: Matt Wildridge Sales Manager, ILOVETOUR</p>	<p>I started working for ILOVETOUR back in 2011 as a brand manager in the North, and progressed through the company to the position I now hold. I could not list the sheer amount of unique experiences I have had, and the growth I have seen in myself through the opportunities presented by working for ILOVETOUR.</p> <p>The job is constantly evolving through the year due to the various aspects involved in running such big events, and there is always room to put your own ideas, and stamp, on the festivals, which I love!</p> <p>For anyone considering applying, I would say DO IT! Should you be the 'chosen one', you can expect a challenging environment that is hugely rewarding, and of course lots of fun! Opportunities for growth within and outside of the brand are endless, so an ambitious personality is always a positive.</p>
<p>Minimum Requirements:</p>	<ul style="list-style-type: none"> • UK or EU Driving Licence • Valid passport • Outgoing, bubbly and fun personality is a must. • YOU WILL BE REQUIRED TO ATTEND (as a member of the event management team) OUR 2017 EASTER TOURS ABROAD. • Basic computer skills (Word/Excel/Outlook) • Commence Placement from June 1st 2017 (50 weeks) <p>Closing date for applications: 31st December 2016 (Please note, you may not hear from us until after this date)</p>
<p>Benefits:</p>	<ul style="list-style-type: none"> • Competitive salary (£12,675 P.A.) • Commission structure tied to performance • Holiday Entitlement of 25 days. (Plus all UK Bank Holidays) • Opportunity to travel internationally • An opportunity to join a successful, exciting company who are leaders within their market • Great colleagues and a rewarding work environment

More information on ILOVETOUR can be found at www.ilovetour.co.uk

To apply, please send your CV and covering letter to matt@ilovetour.co.uk