

## Job Description

<b>POSTION TITLE:</b>	Sales Advisor
<b>LOCATION:</b>	Stockport - Full Time/Part Time Positions Available
<b>DEPARTMENT:</b>	Sales

## Position Summary

We are looking for experienced, hardworking and talented travel advisors to join our successful team based in our Stockport Office. In this fast paced, target driven position you will handle customer enquiries and work to convert calls into holiday bookings, as well as confirming online holiday orders. You will use your previous experience of dynamic packaging to put together the best suitable holiday to match your customer's needs whilst offering excellent customer service.

## Responsibilities

- Identifying customer needs through effective questioning.
- Using all suppliers and systems to find the most suitable match.
- Overcoming objections to close the sale.
- Ensuring all steps have been taken to retain the customer and confirm the booking.
- Process customer payments.
- Use the supplier websites/systems to confirm the different sectors of the booking
- Load details of the holiday accurately into our back office system.
- Work towards booking targets.
- Send travel documents to the customer at time of booking.
- Keeping a great level of customer service and building a repeat customer base.

## Position Requirements

- Great attention to detail
- Knowledge of supplier websites and viewdata.
- Basic travel knowledge
- Ability to organise and prioritise workload.
- Drive and determination to succeed.

## Position Benefits

- Competitive Basic Salary,
- Generous Bonus scheme with fantastic earning opportunities,
- Discounted Holidays,
- Educational Trips,
- Incentives,
- Friendly Working Atmosphere,
- All your booking leads provided,
- Initial In-depth and ongoing training and development.

apply by sending a CV and covering letter to **Betty@holidaygems.co.uk**