



POSITION: Sports Tours & Events Sales Consultant
SALARY: £19,000 - £24,000 dependent upon experience
plus additional on-target earnings of £2,000 - £6,000

THE COMPANY

At Sports Tours, utilising our passion for sport to create exciting tours and festivals, both at home and overseas, is at the heart of what we do. Sports Tours was established in 1989 and we are an independent, family-run business based in Derby.

We organise a comprehensive package which is comprised of travel arrangements, accommodation, excursions, fixtures, full itinerary planning and insurance.

THE POSITION

We have an exciting opportunity for a Sales Consultant to join our team. After initial training, the successful candidate will be responsible for selling sports tours and festivals to a variety of destinations. The main duties are:

- Taking enquiries from clients via telephone, e-mail, internet or in person.
- Advising clients of the best solutions to their requirements.
- Compiling profitable and attractive quotations for clients and ensuring regular contact is maintained throughout the process.
- Liaising with airlines, accommodation centres and other suppliers.
- Carrying out occasional sales visits/presentations to the Party Leader and/or group; these may include face-to-face meetings with leaders and parents' evenings.
- Researching and undertaking destination and accommodation inspection trips (in the UK and overseas) where appropriate.
- Assisting in developing tours to new destinations and occasionally accompanying groups on tour.

It is expected that the successful candidate will occasionally carry out client visits / presentations. Whilst on-line meetings have become more popular recently, there may be the need for face-to-face visits. This will require flexibility as clients are located throughout the UK and visits may take place during evenings or at weekends. In addition, the Sports Tours team attend and assist with the running of the UK Festivals that we organise.

There are fluctuations to the pattern of tours / festivals that we sell and operate and, consequently, there will be peak periods throughout the year when additional hours may need to be worked in order to complete the workload. We also operate an out-of-hours emergency telephone which is covered by staff on a rotational basis during the periods that our groups are on tour. All Sales Consultants take part in the Emergency Phone Rota, however, you are not be expected to have responsibility of this until full training has been completed.

There will be opportunities to travel to the destinations that we offer through inspection visits and familiarisation trips as well as accompanying groups as a tour manager or observer.

It is a full-time position (37.5 hours per week, Monday – Friday) based at our Head Office in Derby. We do have a flexible working policy which includes the option of hybrid working between

home and the office. The start date is immediate and is therefore dependent upon the successful candidate's notice period.

KNOWLEDGE & EXPERIENCE

Essential Skills & Experience

- Excellent organisational skills, time management and attention to detail
- Excellent interpersonal & communication skills
- Financial and commercial awareness
- Strong administration skills
- Full UK Driving licence

Beneficial Skills & Experience:

- Knowledge of the travel industry
- Experience of working in a sales environment
- An interest in travel
- An interest in sports

BENEFITS

- A basic salary of £19,000 - £24,000 (dependent upon experience)
- A commission scheme based on individual sales (OTE £2,000 - £6,000)
- A bonus scheme based on Company Net Profit
- 24 days holiday per year (increasing with length of service to a maximum of 27 days) in addition to all public holidays
- Contributory pension scheme
- Cycle to Work scheme
- Flexible Working Programme

HOW TO APPLY

Applications should be e-mailed to Katie Boyden, Joint Managing Director and include a CV with a covering letter stating:

- Your current role and salary
- Where you saw this vacancy advertised
- Why you are a suitable candidate for this position

Please email your application to recruitment@rayburntours.com

Closing date: 24th September 2021

