

SENIOR SALES EXECUTIVE



If you are a proven producer in the sales arena, and have existing relationships within the meetings and incentives community, this is the perfect opportunity to put your contacts and experience to work. This ideally suits someone who is an entrepreneurial sales professional with the desire for flexibility and the motivation to excel in a commission-only environment.

Senior Sales Executives are responsible for building and maintaining a client base. In this role you will interface with existing and potential clients, promoting our destinations and Destination Management Companies (DMCs), closing sales, and supporting the materialization of programs.

Although prior DMC sales experience is preferred, it is not necessarily required. However, you should be a strong closer with a good understanding of direct relationship sales, and with excellent written and verbal communication skills. You must be energetic, self-directed and self-disciplined. We are looking for individuals with a persistent and determined work ethic; who have the ability to build and maintain excellent relationships.

Our Senior Sales Executives are assigned to specific territories. This is a non-salaried, independent contractor position with attractive earnings potential.

SNC Destinations is the national sales and marketing representative for a select group of international Destination Management Companies. We are committed to the highest standards of integrity, values and professionalism.

PRIMARY RESPONSIBILITIES

- Identify prospective clients and qualified leads.
- Perform sales activities to generate new business, grow existing accounts, and materialize programs.
- Communicate with all clients during the process of sales, including program development and quotations.
- Provide continuing after-sales contact with customers.

QUALIFICATIONS

- 2 to 4 years travel or hospitality industry sales experience preferred
- Experience in the MICE industry highly preferred
- Fundamental computer skills, including Word and Power Point
- Self-discipline with tenacious follow-up and follow-through
- Organized and focused on the task at hand
- Entrepreneurial business spirit and attitude
- Professional integrity, appearance and demeanor

To apply, email resume and cover letter to terry@sncestinations.com. Please specify "Senior Sales Executive" in the subject line. Only those being considered will be contacted.