

Position Vacant 2018

Department:	SALES & MARKETING
Job title:	SALES MANAGER – DOMESTIC / NZ & ROW
Applications open:	MONDAY 06TH AUGUST 2018

National Trust of Australia (Queensland) is currently seeking an experienced Senior Tourism Sales professional to take on the role of driving growth within the Domestic Wholesale market and the Indian, New Zealand and ROW inbound markets with a view to contribute to the sales development of our business. This is a key role within the Currumbin Wildlife Sanctuary business model with clear emphasis on increasing attendance and contribution rates across all these desired markets. This role reports directly to the General Manager Global Sales.

Position details & duties

- Responsibility for sourcing new clients and servicing existing relationships within the Domestic market and the key Indian, New Zealand and ROW inbound markets.
- Key focus is to build market share and increase sales from your core market segments. The role will involve managing key international and domestic accounts and will be responsible for the growth in attendance from these markets for Currumbin Wildlife Sanctuary and increase sales from key in market accounts.
- Successful business development, contract design, high quality client & partner liaison and relevant product development ability are key elements of this role.
- International and Domestic travel will be required.
- This role will assist in the international growth of other National Trust properties in Queensland.
- You will represent the organisation at industry events, trade shows and also hosting on site Famils. This role will therefore involve evening and weekend work as required, as well as availability over key holiday periods.
- This is full time, salaried role, offering a competitive package with an accompanying bonus component. You will be based at Currumbin Wildlife Sanctuary on the Gold Coast, with requirement to undertake overseas travel to support business development in your associated markets.
- The successful applicant may be required to provide a satisfactory police check clearance.
- Please be assured that all applications will be treated confidentially.
- Non-smokers preferred.

Selection Criteria:

1. Minimum 3 years' experience in Tourism Sales and Marketing essential, as is knowledge of the International and Domestic market distribution channels.
2. Genuine experience working within International and Domestic markets with ability to demonstrate appropriate familiarity with cultural business protocols. Existing market contacts are highly desirable.
3. High level computer ability with Microsoft Office suite including Excel.
4. High level negotiation skills are essential, as is a high standard of personal presentation.
5. Physically able to conduct extensive familiarisations of the Sanctuary and other NTAQ properties, is comfortable with Australian wildlife and is a confident communicator to small groups.
6. Can demonstrate a flexible, professional attitude, and is a self-motivated team player.
7. Knowledge of the international tourism environment, supply channels and key industry stakeholders.

How to Apply

Your application should include your resume plus a brief cover letter stating how you meet the Selection Criteria. Applications will only be accepted via the online application form on our website: <http://www.cws.org.au/employment>. Thank you.