



SALES EXECUTIVE

A fantastic career opportunity exists for a passionate travel industry professional to join the Australian leader in expedition cruising at an exciting time of fleet growth. Coral Expeditions is Australia's Pioneering Expedition cruise line with over 34 years history of innovative and high-quality expedition operations. We currently operate a fleet of 4 Australian flagged small expedition ships with our new vessel *Coral Geographer* arriving in December 2020. Our guests are passionate about nature, culture and the environment and come largely from Australia along with a growing clientele from key western global markets including North America, UK, Europe and NZ. Our renowned itineraries include The Kimberley, the Great Barrier Reef, Cape York and Arnhem Land, Tasmania, Papua New Guinea, South Pacific and The Indonesian Islands.

PURPOSE:

To support the forward growth of our company, we are looking for experienced Sales Executives to join the commercial team. This role involves ownership and development of a sales pipeline growing new business development with partners in travel trade, travel retail, institution partnerships, group and charter prospecting and customer loyalty events.

Working in a small and active distribution department, the right candidate is highly self-driven, a great communicator, team player and has a proven track record of achieving results with experience based tourism products. The Sales Executive will take responsibility for developing an annual plan for their regions' sales results and bookings pipeline for our cruise itineraries and voyages. This role can be Cairns based or located in an east coast capital city for the right candidate. The role does require regular and frequent travel to domestic regions across the year.

ESSENTIAL CRITERIA FOR CANDIDATES:

- A minimum of 5 years' experience in a sales role with direct and recent experience in cruise and / or related travel industry.
- Experience in the tourism, hospitality, or leisure sectors is desirable.
- Strong relationship building and interpersonal skills.
- Demonstrated analytical skills as will be responsible for building business by identifying, qualifying and selling prospects.
- Lead and coordinate successful contract negotiations.
- A high-quality level of personal presentation and confident written and verbal communication skills.
- Strong time management, organisational skills & ability to prioritise tasks.
- An innate drive to contribute and achieve in a rapidly growing company.
- A sense of urgency with the ability to stay calm and deliver under pressure.
- A natural seller, with the ability to build strong relationships and with an existing travel industry network
- Adaptability to respond to whatever the day brings
- Well-developed technical and admin skills - able to prepare advanced reports and presentations.

You'll be rewarded with a supportive team culture, career opportunity, work and travel in amazing destinations, attractive remuneration package and annual cruise famil benefits. This position is a full-time salary position which is open to candidates based in Australia who hold Australian residency and relevant work permits.

Please e-mail your resume and cover letter to careers@coralexpeditions.com

As we screen all applicants and select candidates whose qualifications and experience meet our needs, we will carefully consider your application during the initial screening and will contact you if you are selected to continue in the recruitment process.

Head Office

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Our Expeditions

- > The Kimberley
- > Great Barrier Reef
- > Cape York & Arnhem Land
- > Tasmania
- > Australia's West Coast
- > Australian Circumnavigation
- > Papua New Guinea
- > Raja Ampat & Spice Islands
- > Sulawesi, Komodo & Krakatoa
- > Solomons & Vanuatu
- > New Zealand
- > Islands Of The Indian Ocean

Our Ships

- > Coral Geographer
- > Coral Adventurer
- > Coral Discoverer
- > Coral Expeditions II

