



SALES & DISTRIBUTION EXECUTIVE

OUR COMPANY

Coral Expeditions is Australia's pioneering expedition cruise company. We operate and manage a fleet of small expedition ships taking guests to some of the most beautiful, yet undiscovered, regions of Australia, Asia-Pacific and Indian Ocean Islands. Over 8,000 travellers from all over the world travel with us every year who are attracted by our relaxed small ship atmosphere and itineraries which larger ships cannot replicate. Our team are carefully selected for their engaging personalities, attention to detail and commitment to delivering the highest standards of service so our guests always receive a warm welcome aboard.

THE ROLE

The Sales & Distribution Executive - Domestic is a business development role that supports the forward growth of the sales and distribution function of our company. The role involves ownership and development of business relationships with partners in travel trade, travel retail, institutions and associations to nurture FIT and group travel and will also be involved in engagement with existing client and guests through regional loyalty events.

You will work in collaboration with the broader commercial team including sales, reservations and marketing.

This role can be Cairns based or located in major East Coast areas for the right candidate. You will be required to regularly and frequently travel to Cairns and domestic regions throughout the year.

WHAT YOU WILL BRING TO US

We are seeking a passionate and proven Sales Executive to join the Commercial team and be a long-term addition who will have/be:

- a passionate self-starter, a great communicator and team player.
- a minimum of 5 years' experience in a sales role, with experience-based travel products. Experience in the tourism, hospitality, or leisure sectors is desirable.
- strong relationship building and interpersonal skills to nurture positive internal and external stakeholder relationships.
- demonstrated commercial skills in order to build business by identifying, qualifying and selling prospects.

WHAT WE CAN OFFER YOU

- Career growth in a progressive and expanding Australian company.
- A supportive and collaborative office team environment.
- The opportunity to work and travel in amazing destinations and with inspiring products.

Applicants who meet the minimum criteria are invited to email a cover letter and current CV 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. We wish you every success!



Our Expeditions

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