



# INSIDE SALES & DISTRIBUTION EXECUTIVE

## THE ROLE

The Inside Sales Executive role is a newly created position within the Coral Expeditions Sales & Distribution team. The role will involve the day-to-day responsibility of office-based sales tasks that assist trade and commercial partners to do business with Coral Expeditions. This will involve client liaison, product training, contracting and direct reservations work as well as the development and delivery of product presentations through virtual means. You will manage the distribution of online tools and information to partners to help them promote our products. You will also be responsible for your own client data base including Online Travel agencies. You will support the field sales team by assisting with administrative fulfillment requests in a timely manner. This role works very closely with the reservations department and with marketing.

This role is Cairns based with some domestic travel required throughout the year to support the Distribution Team.

## WHAT YOU WILL BRING TO US

We are seeking a passionate and proven Inside 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 3 years' experience in a sales & administration related role.
- A proven track record managing data, CRM systems and Microsoft Office.
- Experienced online training and advanced presentation skills
- Strong relationship building and interpersonal skills to nurture positive internal and external stakeholder relationships.
- Demonstrated commercial business development skills to identify, qualify and convert sales prospects.

## WHAT WE CAN OFFER YOU

- Career growth in a progressive and expanding Australian travel leader.
- 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 covering letter and current CV to [careers@coralexpeditions.com](mailto: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