



# SALES & DISTRIBUTION EXECUTIVE - DOMESTIC

## 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 driven Sales Executive with an ambition to grow their career with us. Key attributes required are:
- A passionate self-starter, a great communicator and team player.
- A minimum of 5 years' experience in a sales related role, with a preference for 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 savvy and yield management experience to build business by identifying, qualifying and securing partners.
- Ability to work within a fast-paced environment and to embrace our unique product and brand attributes.
- A sales mindset based on nurturing and promoting quality and experience

## 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 feel they are the right fit and ready for an exciting challenge are invited to submit a well thought through cover 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