

# BLUE SKIES

— L I F E S T Y L E —

**Position:** Full-Time Ski Sales Consultant

**Location:** Bournemouth, UK

**Remuneration:** £27,000 - £35,000 OTE

## **The Role**

We are looking for a motivated and enthusiastic salesperson to become one of our hard-working, knowledgeable, Ski Chalet Sales Consultants. If you want to take on a role that combines your passion for skiing and your sales skills, and do what you love, then apply today!

## **Key Responsibilities**

A Ski Sales Consultant is responsible for, but is not limited to:

- Using your ski resort and product knowledge to guide our clients on their holiday search, advising the best ski chalets and hotels and products to fit their brief
- Handling new inbound sales enquiries via email and telephone from clients seeking luxury ski holidays in a professional yet friendly, timely and efficient manner
- Client account management; following up with outbound calls and emails to your clients, both prior to and post holidays. Build client relations and retention with a commitment to go the extra mile and exceed expectations
- Achieve and exceed sales performance targets and KPI's, working towards both team and individual targets
- Keeping in touch with product and industry developments, gaining an expert knowledge of ski resorts, luxury chalets, hotels and travel options
- Maintaining good relationships with chalet owners and operators and keeping up to speed with all property developments and changes to the company website portfolios
- Whilst you will be a Ski Expert, you will be required to deal with requests relating to our summer in the mountains brand, Alps In Luxury, as well as the occasional enquiry through our sister brand, Villas In Luxury, offering some of the best luxury villas across the World.

## **The Company**

Blue Skies Lifestyle is a family-run online luxury travel agency encompassing 4 brands. Ski In Luxury is our largest brand, focusing on over 1,000 of the best catered and self-catered chalets available to rent in Europe. Ultimate Luxury Chalets is a collection of the top 100 chalets. For the summer seasons, Alps In Luxury is a collection of luxury chalets offered in top summer mountain destinations and our Villas In Luxury portfolio focusses on high end properties across the world.

Our super friendly and fun team all share a passion for the mountains and luxury travel. Whether we're delivering first-class service to clients, developing our portfolio, writing about our favourite resorts or experiencing the properties ourselves, the variety in the role ensures no day is the same!

## **The Benefits**

Some of the benefits of being a Ski Sales Consultant are:

- The opportunity to stay at and experience some of the most luxurious ski chalets in the world!
- Career progression
- Sales team reward scheme with monthly performer bonuses and additional sales incentives
- A company pension scheme
- Working in a home from home office environment that is just a two-minute walk from Bournemouth train station

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## **The Perfect Candidate**

The key skills and qualities of a Ski Sales Consultant:

- Must be a skier or snowboarder and have a good understanding of ski holidays
- A love and passion for high end luxury travel
- A proven track record of reaching and exceeding targets in a sales environment, confident in “closing” a deal
- Excellent interpersonal, verbal and written communication skills
- An exceptional telephone manner and confidence in making outbound and taking inbound calls
- Strong IT skills, with the ability to pick up new systems quickly
- A strong and dedicated work ethic
- A proactive, reliable and punctual team player who is ready to hit the ground running
- French language fluency would be advantageous but not essential. Other desirable language skills in Spanish, Italian and German

If you are keen on joining this exciting, forward thinking company and taking the next step in your travel career, then please apply now by sending us your CV and a cover letter giving us some comprehensive detail on your personal ski experiences and explaining why you feel you are the perfect fit for the role.

Click the **link on our website** to apply, or send an email to **[ask@skiinluxury.com](mailto:ask@skiinluxury.com)**.

