

BLUE SKIES

— L I F E S T Y L E —

Position: Ski Specialist - Travel Consultant

Location: Bournemouth, UK

Remuneration: £24,000 - £35,000 OTE

The Role

We are looking for a motivated and enthusiastic salesperson to become one of our hard-working, knowledgeable Ski Specialists from our new HQ in Charminster! If you want to take on a role that combines your passion for skiing and your sales skills, and do what you love, then we'd love for you to join us!

Key Responsibilities

A Ski Specialist 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 also 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, and renowned for being the best luxury ski chalet agency worldwide. Our other brands are 'Ultimate Luxury Chalets', a collection of the top 100 luxury rental chalets across Europe, 'Alps In Luxury' featuring summer rental chalets in the Alps, and 'Villas In Luxury', our summer villa holiday portfolio. Our incredible 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 Specialist - Travel 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
- Company pension scheme
- Working in a home from home office environment

The Perfect Candidate

The key skills and qualities of a Ski Specialist:

- 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. Send us your CV and a cover letter to ask@skiinluxury.com giving us some comprehensive detail on your personal ski experiences and explaining why you feel you are the perfect fit for the role.

We value authenticity and originality in our recruitment process, and will use AI checkers when reviewing applications. We currently do not use AI in our operations and want to get to know the real you - without AI assistance.

