



AGENCY SALES REPRESENTATIVE – EAST REGION

Great Rail Journeys is the UK's market leading operator of escorted holidays by rail. With over thirty years' experience, there is no-one who understands rail holidays like we do, and with more than 300 adventures to over 40 countries, no-one offers a better choice of holidays by rail.

Great Rail Journeys and its sister brands, Treyn and Railselect, are dedicated to creating quality holiday experiences, and providing customers with high levels of service. The company currently provides holidays for over 60,000 travellers annually with our efforts been recognised by the industry, media and consumers through numerous awards.

We now have an exciting opportunity for a vibrant and highly motivated individual to join our team with the role giving the successful candidate hands-on experience of working in a busy Agency Sales team.

The Role:

Reporting to the Agency Sales Manager some activities you will be responsible for include:

- Visiting travel agencies on a regular basis to promote the company and its products ensuring that each visit ends positively for the Company.
- Building and sustaining an effective, professional relationship with travel agents ensuring that the Company and all of its brands are viewed positively.
- Undertaking an in-depth and thorough competitor analysis and report findings to the Agency Sales Manager on a regular basis.
- Identifying and developing additional trade revenue streams especially in the area of e-commerce.
- Regular contact with all agents in the designated sales area to maintain relationships, increase sales and provide product updates.
- Arranging and undertaking staff training for travel agents at regular intervals within the sales area to ensure the travel agents are aligned with our brand values and this comes across to the customer.
- Attending manager and other cluster meetings to educate travel agents on the range and quality of the products and how to promote and sell them.
- Developing, in line with agreed budgets, profitable joint sales development, and marketing activity.
- Drive and participate in trade shows, conferences, consumer shows and other travel agency events.
- Implement commercial, trading and service level agreements as per agreed strategy.

A full job description is available upon request detailing full responsibilities. Weekend and evening working and regular nights away from home are an essential part of the role. We would envisage the applicant to work away from home for no more than one or two nights a week.

The position covers as far north as Doncaster down to North London and Norfolk to the M1 (Leicester/Derby).

The Candidate:

With a proven work history and experience of Travel Sales, you will have a clear and concise approach in verbal and written communication, particularly in influencing others. You will also be able to work under pressure to meet deadlines whilst exhibiting excellent attention to detail.

With proven experience of working in a competitive sales and customer service environment and delivering to deadlines and targets you will be able to demonstrate an engaging and enthusiastic interest in travel and in particular the key unique selling points of our products and services.

With a good general education you will have working knowledge of Microsoft software packages, particular PowerPoint, you will have a methodical and organised approach to work, both individually and as part of a team.

Along with a competitive salary, benefits including a Discretionary Bonus Scheme, Death in Service Benefit, Company Sick Pay and a Pension Scheme with employer contributions.

If you are interested in applying for this position, then please send your CV with covering letter to recruitment@greatrail.com quoting job reference RN-019-114 For more information on the Company please visit our websites at www.greatrail.com or www.railholidays.com or www.railselect.com.

Closing Date: 17th April 2014