

REBECCA ADVENTURE TRAVEL is an innovative tour operator, focused on authentic trips in Ecuador, Peru & Colombia, based in Cumbayá, Quito-Ecuador.

JOB DESCRIPTION DESTINATION EXPERT - SALES

As a Destination Expert - Sales, you are mainly responsible for the communication with prospects and guests and being in charge of the sales and organization of our tours. You work full time, partly from home and partly from our office in Cumbayá.

TASKS & RESPONSIBILITIES

- ❖ Sales to both B2B and B2C
- ❖ Writing travel plans, vouchers and itineraries
- ❖ Work with clients to determine their traveling needs and guide them on the appropriate travel styles according to respective requirements
- ❖ Meet sales targets and profit goals
- ❖ Be available for the emergency phone (24/7) turns
- ❖ Implement all new crazy, great, innovative ideas you might have

NECESSARY SKILLS

- ❖ Fluent in commercial English and Spanish both oral as written
- ❖ High communication and writing skills and ability to negotiate effectively
- ❖ Excellent sales and interpersonal skills, with an aptitude for customer service
- ❖ Flexible and adaptive in different situations, with high problem-solving skills
- ❖ In-depth knowledge of domestic and foreign travel destinations (Colombia and Peru desired)
- ❖ BSc degree in Tourism, Business Administration or relevant fields

THE IDEAL CANDIDATE

- ❖ Is creative, organized, proactive, focused on details and full of positive energy
- ❖ Outstanding knowledge of the latest tourism trends
- ❖ Ability to multitask, work independently and meet deadlines
- ❖ Should have sales work experience in the travel industry for at least 2 years
- ❖ Lives in Cumbaya (desired)

To apply, please send your CV and motivation letter to sales@rebeccaadventuretravel.com