

**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 and 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 [hr@rebeccaadventuretravel.com](mailto:hr@rebeccaadventuretravel.com)