



Job Description - The Learning Adventure Educational Travel Sales Consultant (Remote)

The Learning Adventure is part of the Transforma Travel Group, a leading youth travel company. Transforma's family of brands create culturally enriching, off-the-beaten-track, and educational adventures for travellers and students alike. Across all our brands, our mission is the same: to expand minds through transformative travel experiences. The Learning Adventure is a leading educational tour provider for school and university students, operating educational trips across the globe. The company focuses on offering bespoke itineraries that deliver prescribed learning outcomes and unique, engaging activities to inspire the next generation of global citizens.

We are recruiting for a new Educational Travel Sales Consultant to join our team. We're seeking people who have a proven ability to sell school tours, strong attention to detail, are organized, work efficiently and are highly passionate about educational travel. The successful candidate will be tasked with growing our customer base in Central & South America and will be totally remote, but based permanently in Central or South America.

Responsibilities:

- **Business development:** Responsible for school visits, direct reach outs to schools, conference attendance and identifying ways we can increase our client base in Central & South America.
- **Quote curation:** Working with the operations team and the clients to build enriching and inspiring tour itineraries for young people.
- **Managing portfolio of clients:** Maintaining an existing client base and managing all their enquiries and providing clear and accurate information to our operations team.
- **Sales:** Ultimately, the role is about both generating leads and converting them. You will be working with the North America Manager to ensure the yearly sales target is reached.
- **Sales strategy:** As an entrepreneurially minded company- there are plenty of chances to inform strategy and bring ideas to the table especially in new sales regions, such as Central & South America.
- **Financial liaison:** Communicate key financial information to our finance team and work on the budgets to ensure trips meet the school's requirements, while remaining profitable for us.
- **Presentations:** Delivering in person or online parents' evenings about our trips for prospective clients.

Competencies:



- Effective communicator: Need to be able to outline the awesome aspects of our trips, fluently in both English and Spanish.
- Resilient: In sales, there are knockbacks, so you need to be able to deal with these and stay positive.
- Strategic thinker: You should understand the requirements of clients, and develop a strategy which meets these.
- Organized: A careful, organized approach to work is essential for this role.
- Ambitious: You should be comfortable in a fast-growing environment, with lots of opportunities for personal development.
- Hunger to learn: Passionate to improve yourself and experience an internationalized world.

Experience:

- At least 2 years' experience in sales - ideally educational tour sales.
- A love of travel is essential!

What you get from us:

- You will have real responsibilities and the chance to develop the role in a way that you want.
- Support: You will be part of a small 2-person team, with support from the North America Manager. You will receive regular training, and we'll be keen to invest time in you to ensure you succeed and develop professionally.
- Fun, growing team: Our international team is growing around the world with offices in London, Shanghai, Ho Chi Minh City, Tokyo and Seoul. Although the Americas sales team will be small, you will have support from around 10 colleagues in similar roles, all around the world.
- We have a yearly retreat to Vietnam, and there will be lots of opportunities to travel across the Americas (including to the US), and possibly to Europe.

Terms:

- Reporting to North America Manager
- Flexible, remote working hours

Compensation:

- Competitive salary and generous commission package
- Generous holiday allowance with options for extended leave in August

Please email lucy.west@thedragontrip.com with your CV and cover letter.

The Learning Adventure and The Dragon Trip are equal opportunity employers and welcome and celebrate diversity and uniqueness in all forms.