



Job Description - The Dragon Trip Adventure Tour Sales Advisor (London)

The Dragon Trip 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 Dragon Trip is a leading tour provider for affordable adventure tours across Asia. The company focuses on showing the real side of the countries we visit, through engaging backpacking trips that aim to broaden cultural understanding amongst the next generation of global citizens.

We're currently looking for a passionate and dynamic Adventure Tour Sales Advisor to join our team. The ideal candidate will be self-motivated, outgoing and have great communication.

Responsibilities:

- Follow up with new leads, answer queries and encourage bookings using channels such as phone calls, emails, social media and live chat.
- Convert new bookings and upload important information to portal.
- Communication with direct customers and agents, answering questions about the tours and adding additional services to their bookings.
- Communication with the operations teams, working together to ensure customers are fully informed and prepared for the tour.
- Support communications with agents, supply demographics and tour information.
- Meet or exceed targets and goals for each quarter.
- Work closely with marketing and data analysis to ensure goals are aligned.

Competencies:

- Sales and Customer service experience or previous experience of backpacking through Asia in the destinations we sell.
- Communication: Work well as a team as well as independently, discuss how we can work towards current team goals and targets, and communicate efficiently with colleagues/agents/clients.
- Organized: Be able to manage the goals for each day/week and have good time management.
- Knowledge: You should have a good understanding of the travel industry.
- Motivation: You should be self-motivated and target driven.
- Passionate: You need a love for travel and seeing the world!

Experience:



- At least 2 years working in youth travel or relevant industries ideally with a good knowledge of Asia.

What you get from us:

- Responsibility: Freedom to execute on your ideas, plan your own schedule and build the change you want to see in the organization.
- Support: We'll invest time in you to allow you to succeed. It is important to us that our team members develop professionally during their time with us.
- Opportunity: We are a rapidly growing company in our space and work hard to recruit internally. We expect to move from a medium to large sized entity within 2 years so this is an exciting time for the business and you as a team member.
- Fun, growing team: Our global teams are growing - be part of the action and grow alongside us.
- Travel discounts: For our trips for you and friends/family.
- Company Culture: Annual trips to meet the other offices and regular work events out to grow as a team.

Terms:

- Competitive salary
- Start date: ASAP.

How to apply:

- Send your resume and brief self-introduction to lucy.west@thedragontrip.com.