

Tour Consultant-Sales

Michigan and Ohio Educational Market

At Student Adventures the Tour Consultant is responsible for promoting educational tours within our existing schools, renewing contracts for the following year along with bringing in new school groups through referrals and prospecting. A Tour Consultant helps create and shape the educational travel experience.

Key Responsibilities

- Relationship building: Maintain strong working relationships with current customers, build new relationships with potential customers by providing outstanding customer service.
- Achieve all sales goals; maintain existing clients while developing new clients
- Enter all trip details into Salesforce
- Maintain and grow profitability/margins across a book of business
- Create a close working relationship with customer service, operations and other functional areas to ensure successful trips, satisfied customers, and achievement of sales retention goals
- Work closely with clients to prepare and present itineraries and budgets which meet group requirements
- Host meetings at the schools with parent, student, and administrative groups
- Educate trip sponsor on all features available through Student Adventures
- Ensure revisions to itinerary and trip budget are made as required
- Attend various conferences/trade shows as needed (May require out of town overnight travel)
- Represent Student Adventures in a positive, ethical and professional manner
- Other responsibilities as assigned

Qualifications, Experience & Personal Attributes

- Goal-focused, self-sufficient individual who takes initiative to maintain and grow sales
- Attainment of a bachelor's degree or equivalent experience
- 2-5 years sales experience
- Excellent negotiation, conversion and closing skills

- Experience with Education industry, teachers and School Boards would be nice
- Excellent communication skills - ability to work effectively with adults and youth
- Strong presentation skills
- Exceptional work ethic, willingness to work additional hours during seasonal peaks as well as occasional weekends and evenings
- Exceptional computer skills i.e., Microsoft Word, Advanced Excel, PowerPoint
- Experience using CRM preferred (Salesforce, Zoho)
- Responsive team player

Compensation

Student Adventures Inc. provides comprehensive employee benefits including provision of health, life, and vision coverage as well as generous paid time off policies. Salary will be commensurate with experience and qualifications.