

Adventure Sales Specialist

Overview:

As part of an exciting expansion plan, we are seeking a sales professional to join our team with a focus on growing business from the UK market. This role will suit a pro-active, confident and target-driven individual who is passionate about travel and the benefits it has on young people.

The successful applicant will be responsible for promoting and selling the complete range of Gapforce programs to the UK market. With an ambitious growth strategy planned, there will be a chance to help shape the direction of the business, along with new and exciting career development opportunities in the future.

About Gapforce:

Gapforce is not just a travel company; we're creators of unique and inspiring travel experiences. Our programs cater to various life stages, from educational groups and gap years to professional development courses and special interest groups. Our team shares a common passion for travel and the transformative impact it has on people's lives.

Role & responsibilities:

- **Lead generation** - promoting Gapforce to Schools and Universities through a range of outreach initiatives including cold calls, emails, LinkedIn, fairs, conferences, and networking events. Establishing contact with potential customers and articulately communicating the benefits of Gapforce products and services.
- **Converting new business leads** via phone, email, online chat and in-person meetings & presentations. Ensuring a timely and comprehensive qualifying process, sharing program information in an accurate and inspiring way, following a robust follow-up procedure, and remaining informed on all aspects of Gapforce programs.
- **Assisting the team with other areas of business operations as required**, including but not limited to: collaborative marketing initiatives, content creation and post sales customer service.

Skills & Experience:

This role will suit someone who is passionate about travel with at least one year's proven experience sales experience, ideally in the travel or tour operations sector.

Candidates should be able to demonstrate that they are proficient in the following areas:

Key Skills & Experience

- Passionate about travel and its benefits to young people
- Proven sales experience, ideally in the travel industry
- Target driven
- Self motivated with ability to operate independently
- Excellent customer service and communication skills
- Proactive, confident and outgoing nature
- Strong organisational and time management skills
- Comfortable with technology

Desirable

- Understanding of sales principles, methods, practices, and techniques
- Marketing experience, either digital or direct
- Proficiency with Microsoft Office Suite and CRM system

Salary & Benefits:

- Salary: £25,000 per annum plus £5,000 OTE (uncapped)
- 25 days annual leave
- Hybrid working
- Workplace pension

Contract type:

Permanent, full time, 35 hours per week

Location:

Hybrid – London and homeworking. The typical work pattern is 4 days from home and 1 day in central London office per week. In addition, there will be regular UK-wide travel and occasional international travel for sales related meetings and events.

Hours of Work:

Standard office hours are Monday – Friday, 9.30 am – 5.30 pm. Occasional evening, overnight, and weekend work may be required for key work-related tasks.

What Next:

If you are excited about this opportunity, please email your CV along with a covering letter explaining why you'd be ideal for this new role to careers@gapforce.org

Application deadline: **Friday 5th April 2024**