

Sales & Marketing Manager - UK, Ireland, Scandinavia & North America

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Company: TTG Media

Location: United Kingdom

Category: other-general

Be the face of The Lux Collective brands by developing and maintaining constant contact with the market and its important trade partners.

Develop brand awareness visiting the high street travel agencies and prospect accounts.

Responsible for driving and achieving sales objectives in the and collaborate with the trade partners as well as our Lux properties and hotel teams.

Development and implementation of the Sales and Marketing plan in partnership with trade partners.

Effective use of sales tools.

Working collaboratively, being creative and highly motivated.

Have excellent prior experience in a similar role.

THE TASK AHEAD

Constant customer contact directed towards existing trade partners and prospect accounts.

Identifies and handles sales leads effectively and efficiently.

Visits High Street Travel Agencies, identify and build strong relationships with prospect accounts.

Represents The Lux Collective and participates in sales activities in different cities to cover

the market.

Contributes to product and sales development with creativity

Fulfills customer relationship management responsibilities and sales goals for defined customers through planned sales visits.

Distributes actively resort information and creates brand awareness within the market.

Organises training presentations for Tour Operators and Travel Agents.

Is the Ambassador of our brands during workshops and trade shows within the market.

Organises and participates in the FAM trips to our hotels.

Ensures all necessary follow-up is carried out on time.

Prepares and updates sales reports and ensure activities are properly reported in Sales Force, our CRM tool.

Maintains all account information updated in the CRM.

Monitors and reports on marketing competition in the market.

Participates in planning and realization of sales and marketing campaigns together with the Head of Sales and Marketing within the market.

Assists in planning and coordinates the sales activities and events.

Assists in coordinating the development of all sales collateral.

Carries out other tasks as directed by Head of Sales and Marketing.

SPECIFIC REQUIREMENTS

Ability to manage accounts; work independently and in small teams.

Ability to translate sales and marketing content.

Ability to use some Tour Operator and Trade Partner systems.

Sound knowledge of the Microsoft Office package.

Ability to manage time and tasks independently.

Organizational and analytical skills.

Ability to understand operational processes to resolve queries.

Ability to work in a fast-paced environment.

Outstanding sales capabilities.

Proactive, dynamic, flexible with a professional attitude.

Willingness to work flexible hours including some evenings, weekends and public holidays.

QUALIFICATIONS

Qualified in Sales and Marketing.

Trade knowledge.

Strong interpersonal skills.

Excellent verbal and written communication skills.

Ability to manage time and tasks on own – a strong self-starter.

High level of integrity.

Strong B2B relationship builder.

Valid and clean driver's license.

An understanding of French is a plus

THE ROLE

UK-based, with a UK, Ireland, Scandinavia scope.

You will report to the Head of Sales and Marketing - UK, Ireland, Scandinavia North America.

Passionate about this role? Care to join an exciting company?

Please send your CV and cover letter by email to:

Cross References and Citations:

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