

United Kingdom Jobs Expertini®

UK and Ireland Director of Sales M/F

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Company: PONANT

Location: London Area

Category: other-general

COMPANY PROFILE Explore to Inspire: explore to better understand, learn and protect. For 35 years, PONANT has been committed to more responsible tourism and meaningful exploration voyages. The company's French-flagged fleet comprises 13 small ships, equipped with the latest generation equipment to protect the environment. Exploration with PONANT is refined, authentic and a source of inspiration.

JOB DESCRIPTION As the UK and Ireland Director of Sales M/F, you will be responsible for managing our current sales team, developing and implementing strategic action plans, and driving continued growth in these key markets. Your role will involve maintaining key partnerships, developing new client relationships, and identifying new opportunities to expand our presence in the region.

Your Key Responsibilities will be:

- Manage and motivate the UK and Ireland sales team to achieve sales targets and objectives.
- Mentor and develop team members, providing coaching and support to enhance their skills and performance.
- Develop and implement strategic action plans to drive sales growth in the UK and Ireland markets.
- Identify and pursue new business opportunities to expand market share and revenue.
- Analyze market trends and competitor activity to inform sales strategies and decision-making.
- Provide regular reports and updates to senior management.
- Maintain and strengthen relationships with key partners, including travel agencies, tour operators, and other industry stakeholders. Collaborate with other departments, such as marketing and operations, to ensure seamless execution of sales initiatives. Represent the company at industry events, trade shows, and client meetings to promote our brand and offerings.

DESIRED PROFILE You have a proven experience in sales management within the cruise industry, with a strong understanding of the UK and

Ireland markets. You have a Bachelor's degree in business, marketing, hospitality, or a related field preferred. You have proven leadership skills with the ability to develop and implement strategic sales plans to drive growth and achieve business objectives. You are fluent in French and English. You are flexible to travel as needed within the UK and Ireland and occasionally internationally and are ideally located on the outskirts of London. If you enjoy playing a key role in the continued success and growth of our luxury cruise line in the UK and Irish markets, then come and join our team!

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