

JOB DESCRIPTION

Job Title: Sales Director

Department: Sales

Purpose of the Role

- Grow the profitability of AC Group by leading the Sales team to achieve/exceed sales targets.
- Identify new business alongside establishing development plans for existing key accounts.
- Managing an internationally-based sales team and therefore location is negotiable, but must have access to attend meetings in London head office as and when needed. Regular travel to London will be essential.
- Regular national and international travel will be essential to be successful in this role and weekend work will be required at times.

Responsibilities

- Overseeing sales pipeline, wholesale, group, luxury and MICE business ensuring that new business acquisition and existing account development targets are met/exceeded
- Identify new target accounts within assigned segments
- Client relationships building through regular interaction, visits and hospitality
- Become the escalation point for customers on all sales related issues internally within AC Group and externally for the customer
- Carry out ongoing analysis of key competitors, industry and business trends, proactive analysis of trade press, sourcing development leads
- Build effective communications with product, trade relations and customer support to create effective feedback structures on new account sales, system developments, company performance, etc.
- Structured approach to managing growing international based sales team
- Negotiate override plans for new or existing key accounts with volume growth potential
- Representing AC Group at national and international trade fairs and events
- Part of the leadership team setting strategy for the total business going forward

Skills & Experience

- Ambitious, motivated by results and has a hunger to succeed
- Excellent negotiation and communication skills
- Attention to detail, accuracy and precision
- A proven track record of success in Sales and Business Development
- Record of commercial thinking and improving performance of a sales team through effective management, motivation and guidance
- Ability to work under pressure and achieve targets and deadlines
- Proven ability to build close relationships internally and externally
- Work in a fast paced ever changing environment
- Experience of working in a DMC/Wholesale B2B environment
- Experience needs to be demonstrated of knowledge of wholesale, luxury and incentive travel
- Demonstrate a range of analytical skills to identify commercial opportunities
- Creative independent thinker
- Strong organisational, multi-tasking and prioritisation skills
- A quick learner of new IT tools and operating systems is essential.
- Driving License essential

To Apply: Please send through your updated CV and brief cover letter to jobs@actours.co.uk