

## Far & Wild Travel is recruiting experienced sales consultants for Africa & the Indian Ocean islands

A new & inventive luxury travel company based in Cumbria in the Lake District and London – Far & Wild - are looking for confident & ambitious sales staff to join their team of travel specialists. Our state of the art open-plan offices at Edenhall, and London, provide a bright and dynamic working environment – and a culture that encourages independent thinking and values people who can take responsibility.

The role of our **experienced travel specialists** is to design and sell tailor-made holidays to our customers – whilst at the same time providing exceptional service in all parts of the process. You will need to be able to do this whilst maximising profits and continuing to develop your own destination knowledge through regular travel to Africa and the Indian Ocean. To be successful you will need to be positive, polite, have exceptional attention to detail, be a good listener, and incredibly determined. Strong computer literacy (Microsoft Word, Excel & Outlook) is a pre-requisite.

### **Pay...**

Starting salary will be based on experience. Will range from £16,000 to £30,000. In addition, realistic commission opportunities from £3,000 to £15,000.

### **... and benefits**

Guaranteed travel to Africa & the Indian Ocean every year, structured skills training in all aspects of the job role, 20 days holiday, a stunning modern office in a beautiful country estate setting.

### *But I want to live in the bright lights and the big city of London?*

That's fine we have an office there too! We know that to attract the best talent in the industry we need to have a presence in London... so we do! A team of sales staff already work in London, so you'll work with them. You'll also have regular visits to Cumbria HQ!

### **The details**

We are looking for an experienced Africa sales consultant to join our team. Would suit someone who has spent time living or working in Africa, or who has previously worked in the industry. The role entails:

- Dealing directly with customers by email, over the telephone & occasionally in person at our offices.
- Finding out about their holiday plans, understanding them, and the key things they want get out of their holiday.
- Using your experience to put together their perfect holiday and being able to explain clearly why its what the customer wants.
- Making the sale, whilst also ensuring profitability.
- Contacting customers after their holidays to get feedback on their experiences.
- Opportunity to be responsible as a 'product manager' for a specific destination. This entails managing supplier relationships, ensuring our website is up to date, conducting staff training.
- Having an ethical and responsible approach in all dealings with our customers and with our suppliers.
- Embodying company values of integrity, community & responsibility, plus instilling these amongst colleagues, especially less experienced staff members.

**For the next five years there will be few places a career can go further and faster, than in our office.** Even if you're not looking to change jobs right now... compare our working environment, travel opportunities and company values to your current workplace and we think you'll be tempted.  
*So why not get in touch to find out more... call Far & Wild on 01768 603 715... or just go ahead and apply.*

To apply, please send CV and covering letter to [careers@farandwild.travel](mailto:careers@farandwild.travel).

All applications will be acknowledged within 2 working days.