

Position: Business Development Manager

Status: Full-time

Department: Sales

Reports to: Director of Sales

Location: Alberta and Saskatchewan

Your Career Opportunity

In this role, you will explore opportunities to develop and grow sales with key retail partners and increase market share for all TravelBrands divisions, including Intair, Exotik Journeys, Encore Cruises, Sunquest and others, in the territory that will be assigned to you.

How You Will Be Spending Your Time

- Develop an in-depth knowledge of your customer base, their customers and their needs in order to promote and sell our products. Participate in marketing initiatives, promotions and other tactical ideas to improve their sales. Strong focus on consolidation.
- Through research and analysis, identify business development opportunities and initiatives for your territory.
- Maintain a calendar of agencies in your territory, including sales visits and agent training to ensure they are well trained and prioritizing our product.
- Implement the sales objectives and strategies defined by the company.
- Analyse and review weekly sales reports for your territory and submit a weekly summary of sales activity and expense accounts.
- Gather market information on a weekly basis and communicate it to your immediate superior.
- Attend, participate in and lead product presentations, training seminars, sales meetings, business trips, conferences and trade shows as required.
- Maintain an up-to-date knowledge of all TravelBrands products, services, promotions, procedures and technologies, as well as a general knowledge of the travel industry and other touroperators' products.
- Achieving the performance objectives of the assigned territory.
- All other related duties as required.

Specialized Knowledge, Skills, Attributes Required You Need to be Successful

- Advanced communication and presentation skills.
- Excellent sales and customer service skills.
- Strong persuasion and negotiation skills.
- Results-oriented and able to multi-task.
- Ability to develop long-term relationships with customers.
- Ability to work under pressure and meet deadlines.
- Good organizational and time management skills.
- Patience and professionalism at all times.
- Superior knowledge of MS Office, including PowerPoint, and social media tools.

Academic qualifications and experience

- Post-secondary degree in travel/tourism is an asset.
- Minimum of 5 years' experience in the travel industry and/or 3 years' experience with a tour operator.

Working Conditions

- Working from home with a large part of the work on the road.
- Applicants must **reside in Alberta**, hold a valid driver's license, and have access to a parking space for the company vehicle.
- You must be flexible to work evenings and weekends if required.
- Travel is required - for sales calls, FAM trips, product launches, conferences, meetings, and more.

Employee benefits

- Competitive salary.
- 2 weeks' vacation.
- Medical and dental benefits.
- 9 additional paid days (1 birthday; 5 sick days; 2 personal days; 1 volunteer day).
- Employer RRSP contribution program.
- Awesome travel benefits for you, your friends, and family.
- Employee Assistance Program for you and your family members.

Who We Are

HIS Canada Travel Inc., a division of the H.I.S. Group, is one of Canada's largest travel companies. Incorporated in 2004, HIS Canada Travel Inc. owns and operates multiple wholesale and retail travel brands. The retail division, including redtag.ca, itravel2000.com, Sunquest, The Travel Experts, Merit Travel, Flights.ca and Cruises.ca offer diverse products to travelers including destination packages, flights and hotels worldwide, excursions and more. The wholesale travel business, TravelBrands, provides a full range of travel products including air, hotel, car rental, cruise and specialty to travel agents and retail agencies throughout Canada. HIS Canada Travel Inc. is a comprehensive one-stop shop for agents and travelers alike.

Are You Ready to be part of the team?

Please submit your cover letter and resume to resume@travelbrands.com. Only qualified candidates will be considered for this position.

HIS Canada Travel Inc. values diversity in the workplace and is committed to employment equity. In accordance with the Accessibility for Ontarians with Disabilities Act (AODA), HIS Canada Travel Inc. will provide accommodation, accessible formats, and communication support for the interview upon request and we will work with you to meet your accessibility needs.