

JOIN OUR CREW and WORK FROM HOME

Position: Cruise Retail Commercial Specialist

Status: Full time

Department: Encore Cruise

Location: Possibility to work from home

JOB DESCRIPTION

The Cruise Retail Commercial Specialist is a key position in the commercial unit and requires a broad base of knowledge across the various areas to develop and implement cruise initiatives to effectively balance multiple priorities, to communicate effectively and to work well with a wide range of internal clients. The position requires strong analytical capabilities, a high level of attention to detail and excellent communication skills

This team member will liaise with the commercial department, as well as with the retail and marketing teams. This employee will report to the Director of Cruise Commercial and work closely with the multiple work streams.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Define and evaluate the various campaigns. Includes responsibility for coordinating retail activities.
- Assist in the development of short and long term strategic commercial programs with the goal of maximizing revenue in the immediate and long term
- Analyze market conditions including competitor's position
- Identify & implement opportunities with the various cruise lines in collaboration with the commercial and marketing teams across all retail websites
- Update promotional charts
- Create collateral material
- Coordinate the various marketing efforts
- Liaise with colleagues within department and across the organization to prioritize projects and opportunities
- Update all promotions in Revelex in both the Encore and retail platforms
- Any other duties assigned

The Skills, Experience and Requirements You Need to be Successful

- Excellent communication skills, French or English - Bilingual is preferred
- Travel/Tourism school diploma or equivalent related travel industry experience
- Professionalism and patience
- Team player but able to work autonomously
- Ability to work under pressure and meet deadlines
- Knowledge of the travel industry
- Computer knowledge - Microsoft Office Word and Excel
- Ability to learn new software
- Good knowledge of cruise products
- Revelex knowledge is assets

Working Conditions

- Monday to Friday 9am to 5pm
- Possibility to work from home

Crew Advantages

- Competitive salary
- One paid day off for your birthday
- Travel perks for you and your friends and family
- Medical and dental packages
- Employee Assistance Program for you and your family members

Who We Are

Red Label Vacations Inc., a division of the H.I.S. Group, is one of Canada's largest travel companies. Incorporated in 2004, Red Label Vacations 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; offers 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. Red Label Vacations is a comprehensive one-stop shop for agents and travelers alike.

Are You Ready to Be a Part of Our Driving FORCE

Those interested in applying for this role are invited to submit their resume and cover letter to careers@redlabelvacations.com . You will be contacted if you are selected for an interview.

