

Sales Manager Outbound

- **Help us create “Inspiring Experiences”**
- **Manage a busy vibrant team**
- **Melbourne Office Based/ Full Time Role**

At Abercrombie & Kent (A&K) we pride ourselves on service and standards of excellence that have won us many awards. This service extends to every stage of the journey with A&K, from the very start of the enquiry to the phone call our clients receive from us when they return from their holiday. This is the A&K difference; our staff are fundamental in the delivery of this level of service and our most important asset. Widely regarded as the leading luxury travel company in the world, A&K operates in more than 53 countries.

An exciting opportunity exists to join the Melbourne team of this international company, managing our high-performing team of Outbound Travel Specialists and Sales Support staff. This is a key role in the business, tasked with managing workloads, maintaining and improving on customer service delivery and engaging with customers and travel agents.

Candidates must demonstrate:

- Strong people management skills including mentoring teams to achieve goals
- Extensive experience in outbound reservations and selling
- Exceptional customer service and sales skills
- Experience in using an in-house travel system would be considered an advantage
- Experience working in the luxury travel market
- A passion for travel and creating unique, innovative experiences

Successful candidates will enjoy:

- Being part of a dynamic, high performing team
- Career opportunities with an internationally recognised organisation
- Potential exclusive travel opportunities to A&K's exotic destination portfolio
- The opportunity to work with Australia's most exclusive travel brand

Applications Close: midnight (AEST), Monday 03 July

Application Procedure: For further information please view the **role profile** outlining the full position at <https://www.abercrombiekent.com.au/careers/current-vacancies> and apply on-line

Only people with the right to work in Australia may apply for this position. Please do not apply if you do not have a current work visa. More information for non Australian residents regarding work visas can be obtained at www.immi.gov.au