

Sales Director Australia and New Zealand – A&K Destination Management and Sanctuary Retreats

Abercrombie & Kent is an award-winning, luxury travel company which has been delivering inspiring travel experiences for over 50 years. In addition to our tour operator businesses, we operate the world's largest network of luxury destination management companies (DMCs) with over 50 offices in 30 countries, delivering a seamless service from tailor-made itineraries to group series programmes for wholesalers, tour operators, cruise lines, MICE companies and travel agents.

We are currently searching for a dynamic **Sales Director** to look after wholesalers, tour operators and other 'non-retail' clients in the Australian and New Zealand markets where our services to them are offered under the Akorn brand. The successful applicant will plan and execute comprehensive sales campaigns ensuring the business targets and objectives are met. The role also includes sales for sister company Sanctuary Retreats, operator of luxury lodges, camps and river cruise boats.

The successful applicant will:

- Be educated to degree level, or equivalent work experience.
- Have a successful sales record within the travel industry, preferably with experience of DMCs and in the luxury segment.
- Have exceptional, engaging interpersonal skills with fantastic customer service levels.
- Be determined, practical and self-motivated.
- Be accountable to the individual DMC management teams as well as the international HQ.
- Live in the vicinity of Sydney or Melbourne.

A competitive package is on offer for the successful applicant.

Location: Melbourne or Sydney remote home based

Contact Person: Rowena Dick

Contact Number: (03) 9536 1800

Contact Email: HR@abercrombiekent.com.au

Application Procedure: To apply for this position please view the **Role Profile** on our website <https://www.abercrombiekent.com.au/careers/current-vacancies> and send a **current resume & brief cover letter** outlining your motivation and suitability for the role.