



## **Nordic Destination Specialist – small group tours and FIT team**

Melbourne based – Full time (4+ days)

**Reporting to:** AU & NZ Sales Team  
**Direct Reports:** None  
**Location:** Melbourne

### **POSITION PURPOSE:**

- To increase sales of all 50 Degrees North product
- Travel consultancy and sales
- Offer expert advice and service to clients, maximise every sales opportunity through all our channels of communication (inbound/outbound calls, e-mails, chat or other channel)
- Maintaining relationships with key agents and agency groups
- Attend Travel Expos & Travel shows
- Assist in other business areas or markets for a limited time period pending company requirements

### **QUALIFICATIONS AND EXPERIENCE**

- Qualifications and/or experience in sales in a travel industry role preferable
- Personal and/or professional travel experience in key 50 Degrees North destinations preferable
- Competent in use of Microsoft office products, comfortable with new technologies and applications
- Australian passport or on-going working visa

### **OTHER SKILLS AND ATTRIBUTES**

- Independence and trustworthy
- Superior customer service and communication skills
- Excellent organisational skills and attention to detail
- Problem solving and decision-making capacities
- Fast learner who can quickly pick up systems and product information
- Ability to work independently and in a team
- Fast learner who can quickly pick up systems and product information
- Ability to work under pressure and juggle multiple tasks
- Friendly, flexible and a sense of humour!

### **PREFERENCES**

- Minimum 3-5 years in sales and customer services
- Successful, proven track record in sales or customer service
- Travel industry qualifications or experience are a benefit



#### **REMUNERATION & BENEFITS**

- Competitive salary package with sales incentive and profit share earning potential
- Monthly RDO, as agreed with manager
- Flexible working environment – no weekend work (except very occasional expo work)
- 2 days per week in our Melbourne office as team days as agreed by team leader
- A positive and healthy workplace with Nordic work practices valuing equality and opportunity

Please send your application and cover letter to Jayde at [jk@fiftydegreesnorth.com](mailto:jk@fiftydegreesnorth.com)