



Travel Consultant - Nordic Destinations

Based in Melbourne, Australia

Full time

Reporting to Head of Sales APAC

About us

50 Degrees North is an independently owned travel company specialising in planning and organising complete travel experiences across the Nordic countries. Our team's diverse backgrounds and experiences contribute to a deep understanding of the region, ensuring our clients receive authentic insights and genuine recommendations for their journey, all infused with our passion for the Nordics.

As a certified B Corp, we adhere to high standards of social and environmental responsibility - joining our team means actively participating in our mission to make a positive impact on the world while doing what we love.

About the job

Responsibilities

- Work closely with travel agents and clients to understand their interests and budget; design tailor-made itineraries that reflect their unique travel aspirations.
- Deliver exceptional customer service through prompt communication and genuine care for our clients' satisfaction.
- Work closely with fellow sales team members to foster a collaborative environment and achieve common goals.
- Conduct in-depth research on Nordic destinations, keeping up to date with the latest travel trends and attractions.
- Attend travel industry events to broaden your expertise and network with other professionals in the field.

Benefits

- Competitive base salary of \$60,000-70,000 + super, commensurate with experience. Sales incentive and profit-sharing potential for added earning opportunities.
- Familiarisation trips to our Nordic destinations to enhance your product knowledge.
- Hybrid work setup, balancing 3 days in the office with 2 days working from home.
- Weekly team lunches and access to fitness facilities at our stunning new office in Docklands Harbour.
- Opportunities and financial support for professional development, including paths for career growth allowing you to envision a long-term future with our company.



About you

Qualifications

- Sales experience in a travel industry role, along with personal or professional travel experience in our destinations.
- Adept at navigating new technologies and handling various applications. We are looking for applicants who are comfortable in an environment where quick mastery of new tools is a prerequisite for success.
- Applicants must hold an Australian passport or possess an ongoing working visa with no work restrictions.

Skills

- Proven ability to respond to complex client requests through effective communication, demonstrating a genuine customer-focused mindset.
- Outstanding multitasking abilities, efficiently managing various client enquiries simultaneously while meeting tight deadlines with precision.
- Strong problem-solving and decision-making skills through innovative approaches and successful outcomes in challenging projects.
- Versatility in working independently and collaboratively within a team, efficiently managing substantial workloads.
- Actively engaged in sustainable tourism practices, contributing to eco-friendly travel options, and promoting responsible tourism.

Applications

Please submit your updated resume and a cover letter highlighting your experience within Nordic travel.

Kindly note that we do not accept phone calls inquiring about the position. All applications should be submitted through the specified application process.