



## **Hurtigruten and Cruise Sales Consultant**

Melbourne based – Full time

**Reporting to:** Sales Manager  
**Direct Reports:** None  
**Location:** Melbourne

50 Degrees North is a family-run business and we offer a vibrant 'can do' workplace. The company has been growing consistently since it was founded in 2010 and our Melbourne office has recently moved into a new, spacious office. The work place, full of light, cosiness and Scandinavian furniture, was designed and organised in collaboration with our staff. Our staff in Australia all enjoy Scandinavian work place practises and shared lunches together. Much importance is placed on maintaining an excellent work atmosphere and happy staff.

With a workplace split between Norway, Iceland, Australia and Canada, we offer our staff opportunities to work in their home region as well as training-oriented travel.

### **POSITION PURPOSE:**

- To increase sales of all 50 Degrees North cruise product
- Travel consultancy and sales
- To provide excellent service to travellers with 50 Degrees North
- Maintaining relationships with key agents and agency groups
- Attend Travel Expos & Travel shows
- General administration tasks as required

### **QUALIFICATIONS AND EXPERIENCE**

- Qualifications and/or experience in sales in a travel industry role, or experience in similar field
- Personal and/or professional travel experience in key 50 Degrees North destinations
- Knowledge and experience working with reservation systems and/or CRM
- Competent in use of Microsoft office products, and preferably Amadeus GDS
- 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
- Ability to work independently and in a team
- Ability to work under pressure and juggle multiple tasks
- Friendly, flexible and a sense of humour!

### **PREFERENCES**

- Knowledge of Scandinavia and/or Nordic countries
- Experience selling Hurtigruten and similar voyages
- Minimum 2-year industry experience



## **REMUNERATION & BENEFITS**

- Base salary package with profit share earning potential
- Monthly RDO, as agreed with team lead
- Flexible working environment
- Weekly team lunches
- Continuous Training and Development
- Travel opportunities to all our destinations

This is a role where culture fit is pivotal. It's our culture that makes 50 Degrees North an outstanding place to work. You will be a people person, lively and engaging and embody our core key values:

***Authentic*** – you bring all your strengths, your uniqueness and show up for yourself, your colleagues and our clients every day.

***Trusting*** – you take responsibility for your own workday and what you deliver in your job, and we will give you flexibility and opportunities in return.

***Inspiring*** – your positive attitude is inspiring and infectious

***Innovative*** – you push boundaries and think outside the box to ensure we're always moving forward and stay at the top of our game.

**Please submit resumes & letter of interest to [jk@fiftydegreesnorth.com](mailto:jk@fiftydegreesnorth.com)**