



Role Title: Sales Executive

Department: Coop Holidays

About the role

Reporting to the Sales and Promotions Manager, The Sales Executive role will be responsible for supporting the management of B2B relationships and driving sales through these channels. They will also work very closely with other departments, notably marketing, product and the sales teams to ensure detailed feedback and analysis is generated to continue to improve Product and increase sales.

What you'll be doing

- Develop and manage lasting relationships with B2B teams, including branch colleagues, homeworkers and consortium members
- Communicate with B2B partners escalating any operational issues and providing feedback that will assist in increased performance/efficiency
- Contribute to the delivery of B2B targets, engaging with B2B partners to grow sales
- Track sales reports against divisional targets, previous years and budgets providing feedback on trading performance
- Propose new opportunities to increase exposure and revenue with existing B2B partners.
- Assist with product launches and marketing campaigns by contributing to briefs and training guides.
- Support the Sales and Promotions Manager at events and conferences by presenting product and brand information and updates.
- Visit key partners sites/offices representing the brand and encouraging sales.
- Provide assistance, in collaboration with other departments to assist your B2B accounts in the development of their business.
- Proactively provide your key accounts with details of products and services offered by the Coop Holidays, providing training and guidance as required.
- Produce weekly sales updates to be distributed to all channels
- Build strong relationships with your Key Accounts and solve any problems which arise.

About You

- Good communication skills and commercial awareness
- Experience in a travel sales or business development role desired
- Experience in working for membership-driven organisation desirable
- Product knowledge in all travel sectors desired
- Comfortable working independently and as part of a team
- Driving license required

Scope

Reports to: Sales & Promotions Manager

Direct reports: None

Manages budgets: No

Contacts (internal/external):

Internal; Coop Holidays, Marketing, Consortium, PTAs, Retail, E Commerce, finance

External; 3rd Party suppliers