

New Generation In-Resort Sales Team

Role overview

You will work as part of the in-resort sales team. You will work every weekend from approximately 5pm until close. You may be required to start earlier depending on arrivals. You will be given a list of pre-arranged chalets which you will contact and visit when required. A successful sales person will be someone who can build strong relationships with chalet staff to create a friendly sales environment. The ideal situation is if chalet staff have promoted you (New Gen) even before you get to the chalet so clients are relaxed and understand that you are there to help them.

Responsibilities

- Pre-booked Clients
 - Visit clients who have pre-booked in their accommodation and check that they have booked the correct lessons and are aware of all the details – meeting points, start times etc.
 - Liaise with Tour Operators, New Generation Office and Sales Team Leader to plan visits

- New Clients
 - Visit chalets/hotels and inform clients (who have not booked) about New Generation products.
 - Make bookings and take payments for New Generation products.
 - Liaise with Tour Operators, New Generation Office and Sales Team Leader to plan visits

- Build In-resort relationships
 - Build and maintain good relationships with tour operator and resort staff
 - Encourage staff to join staff lessons

- Promotional Literature & Awareness
 - Ensure that chalets and hotels are supplied with New Generation promotional material.
 - Ensure that shops and business are stocked with New Generation promotional material
 - Promote New Generation and our sponsors around the resort

Training

At the start of the season we will run training for the whole sales team. This will include everything from learning the location of the chalets to converting sales effectively. You will also be encouraged to shadow lessons so that you become fully aware of our products and the different instructors like to teach their lessons. Being able to talk about your experiences with New Generation is far the best sales technique.

Weekly Duties

Under the guidance of the sales team manager you will be allocated a set of chalets and hotels which you are to visit at the weekend. Following a briefing on the Saturday afternoon you will then visit each location at a set time (you might have pre-arranged this time with the chalet host). You will visit pre-booked clients and also try to sell to new clients. You will generally start work at 5pm and finish at around 11pm on the Saturday and Sunday nights. Hours do vary by how busy the week is.

A mobile phone is essential as you will need to call in to check availability and to make sales. You always check with the office before making a sale to ensure slots are not double booked.

A car is beneficial if your route includes visiting some of the further away chalets. It makes your life easier and will certainly help you make more sales.

Expenses

All sales team receive phone and petrol expenses. Mileage is calculated from the office on the sales night (35p per mile).

Working Hours

8-12 hours per weekend

Salary

Hourly rate £5.50 plus loyalty bonus and expenses for use of own phone and car

Loyalty Bonus

To be eligible for the loyalty bonus you must have worked a minimum of 12 weekends.

The bonus is calculated on your total sales.

Revenue	Bonus %	Bonus €
10000	1	100
15000	1.5	225
20000	2	400
25000	2.5	625
30000	3	900
35000	3.5	1225
40000	4	1600
45000	4.5	2025
50000	5	2500

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