

Job Title:	Experienced Long-Haul Travel Expert
Reporting into:	Travel Experts Sales Manager
Location:	Hybrid Working-Cambourne or Norwich Office (initial training period in office, thereafter 3 office days per week and 2 from home)
Salary:	Very competitive (dependent on experience) + excellent incentive, commission and bonus scheme

Are you experienced tailor-made specialist who has worked for a tour operator selling long haul destinations? Would you like to have some flexibility to work from home 2 days per week for a well-respected company and earn a great salary package? Then join Premier Holidays as a Long-Haul Travel Expert.

Premier Holidays is a highly regarded and independently ran tour operator that has proudly been operating for over 85 years employing approximately 100 staff. Travel agents and customers come to us for our expertise and knowledge in tailor-making dream holiday experiences from a wide range of holiday destinations ranging from the Channel Islands to the Far East, Sri Lanka, Middle East, Southern Africa, Indian Ocean, USA, Canada, Australia, and New Zealand. Our head office and main inbound call centre is based just outside of Cambridge where all training and office visits will take place.

Excellent finance rewards – earn uncapped commission and bonuses giving you the opportunity to earn a high income. Our Top Sellers earn in excess of £35k!

Hybrid Working – we recognise that work life-balance is a high priority. Our hybrid working allows you to split your time working from head office and home, which strikes a great balance. After initial training we offer our head office teams to work from home 2 days per week.

Do you thrive on being challenged and like detailed multi-centre itineraries? You will get to create tailor-made holidays that you can really get your teeth into selling complex multi-centres, rail and much more!

Feel part of an established family run company that cares about their staff - Over 50% of our staff have been with Premier for over 10 years, which says a lot about our company ethos and experience in selling holidays. Once you join us you will not want to leave!

We can offer:

- A very competitive salary with generous uncapped commission and bonus scheme. The experienced Top Sellers earn in excess of £35k!
- Excellent overseas educational travel opportunities
- Sell well and get invited to our exclusive annual Top Seller's event!
- Regular social events: Summer Party, Christmas Party, Quiz nights, brochure launches and supplier training
- Great discounts on your own holidays (plus generous friends and family discounts)
- Become part of the Premier family and experience a supportive company culture that fosters teamwork and cross-department collaboration
- Be a person, not a number! We value all of our employees and strive to create an inclusive and welcoming work environment
- Holidays from 29 days including bank holidays, increasing on length of service

- Company pension scheme
- Long service awards and events

What are we looking for?

We are looking for experienced Long-Haul Travel Specialists that are highly motivated and target driven to be the very best!

You will be passionate about travel and take pride in your expertise, striving to exceed customer expectations by using your knowledge to design meaningful travel experiences, where no detail is too small.

Essential skills and experience required:

- Previous experience as a top performer in sales, preferably within a long-haul tour operator
- Proven track record of the ability to create high-quality tailor-made travel itineraries
- Professional, helpful, and calm telephone manner to engage and build relationships with customers
- Strong ability to influence and support customers to make purchasing decisions
- Have excellent organisational skills and be comfortable with multi-tasking
- Be self-motivated and goal-oriented, with a proven ability to meet and exceed sales targets
- Possess a keen eye for detail
- Demonstrate proficient computer/CRS skills and be comfortable with travel technology and systems such as Galileo (preferably)
- Have a dedicated home office space with a reliable internet connection

Working Hours

Working 5 days per week during Monday to Friday 0900-1730 and Saturday 0900-1700 with one guaranteed full weekend off per month.

Whilst you get to know your team and your job role, you'll be expected to attend Cambourne head office to complete your training and once training is complete you will work from home two days per week.