

## SALES MANAGER, REGIONAL & AFFILIATE FLYOVER ICELAND

We wake every day to greet glaciers, mountain peaks and turquoise lakes. At Pursuit, we live the dream. We're united by an intrinsic love of exploring that can't be confined by physical borders. Together, Pursuit team members and guests create inspiring memories they'll share with their friends and families for years to come. It's all about sharing our amazing destinations.

We have gathered a collection of adventure travel experiences, each of them thoughtfully united by their power to inspire and invigorate. As a brand, Pursuit weaves elements of wonder and amazement across our range of awe-inspiring experiences.

- / Our Vision is to be the world's leading provider of experiential adventure travel.
- / Our Mission is to connect guests and staff to iconic places through unforgettable, inspiring experiences.

### GENERAL RESPONSIBILITY

The Sales Manager will be responsible for establishing and growing FlyOver Iceland ("FOI") visitation from regional sales (Group) and Affiliate sales channels.

Working with the Director of Sales – Regional & Affiliate, the sales manager will develop and implement a strategic plan aimed to drive visitation of FOI to meet annual sales targets for both regional and affiliate segments.

### SPECIFIC DUTIES & RESPONSIBILITIES

- / In conjunction with the Pursuit sales team, participate in establishing annual sales goals for Flyover Iceland (FOI). Analyze performance of annual sales goals and report on variances.
- / Establish and develop new business from regional and affiliate channels, including but not limited to, conference, meeting, association and affiliate markets.
- / Finalize all FOI business proposals and/or contracts on a daily basis. Ensure proposals or contracts are submitted on the same day as inquiry or booking.
- / Work closely with Revenue Maximization team and Reservations to ensure proper inventory allocation and utilization.
- / Utilize Salesforce (CRM) to manage, track and report all sales activities.
- / Meet weekly with Director of Sales to discuss success of overall sales strategy and ensure alignment.
- / Attend community and tourism industry on behalf of FOI. Participate in national tourism and travel industry events as assigned by Director of Sales.
- / Conduct familiarization tours to all clients (including travel trade) as assigned.
- / Performs other duties as are appropriate and as assigned.

## SKILLS & ABILITIES

- / Proven track record of sales success.
- / Excellent customer service skills.
- / Possess strong knowledge and insight of Icelandic local and regional markets
- / Excellent oral and written interpersonal communication skills to promote effective internal and external communication between the sites, its employees, and the general public.
- / Proficient in English and Icelandic
- / Ability to make decisions, solve problems and exercise good judgment; ability to work under pressure and prioritize workload.
- / Strong team and people management skills.
- / Knowledge of Salesforce (CRM) a strong asset.
- / Ability to generate ideas to further the Company's objectives.
- / Excellent communication and presentation skills; ability to understand and communicate complex issues in a meaningful manner to the ultimate decision makers.
- / Ability to generate contacts, sales letters, bids and price quotes to potential customers according to timeframes set by the Company.
- / Ability to work closely with all levels of FOI staff and management and the general public, including professionals and executives from a variety of companies.
- / Proficiency in the use of computers, contract management software and spreadsheets.

## SELECTION CRITERIA

- / Bachelor's degree in business administration, sales, marketing, public relations, or other sales-related field is preferred
- / Minimum 3 years' experience in a management-level role in areas such as sales, tourism, or a relevant field to ensure the necessary skills, knowledge and abilities are present
- / Strong knowledge of sales, hospitality, public relations and general accounting principles is required
- / Strong computer knowledge is required: MS Office, social media tools, basic sales systems
- / Excellent oral & written communications skills required; including public speaking
- / Must be fluent in both Icelandic & English language
- / Ability to build & maintain professional relationships required within all divisions of FlyOver Iceland, Pursuit, Viad, local community organizations and our suppliers & vendors
- / A valid Iceland driver's license and passport is required

HOW TO APPLY

If you feel you are qualified for this role and are interested in contacting the Recruiting Manager for FlyOver Iceland, send an e-mail to:

/ [unforgettablejobs@pursuitcollection.com](mailto:unforgettablejobs@pursuitcollection.com)

In your e-mail please include a cover message about why you are interested in this role and attach your curriculum vitae (CV) or resume.

FOR MORE INFORMATION ABOUT PURSUIT AND FLYOVER ICELAND

/ [pursuitcollection.com](http://pursuitcollection.com)

/ [flyovericeland.com](http://flyovericeland.com)