



Job Description: Travel Sales Executive

Company: Travelling Mantra

Location: Dehradun, Uttarakhand, India

Experience Level: Entry-Level (1-2 years)

Education Required: Bachelor's degree in Sales, Marketing, Business Administration, or a related field

About Travelling Mantra

Travelling Mantra is Uttarakhand, Himalayas based dynamic and customer-centric travel company dedicated to creating unforgettable travel experiences. We specialize in providing personalized travel solutions, Spiritual tours like Chaardham Yatra in Uttarakhand, Aadi kailash yatra, and so many other spiritual tours, also including holiday packages, corporate travel management, and customized itineraries, ensuring every journey is exceptional.

Role Overview

As a Travel Sales Executive at Travelling Mantra, you will be the first point of contact for our customers, helping them plan and book their Yatra package & dream vacations. This is an exciting opportunity to combine your passion for travel with your sales and marketing expertise. You will play a pivotal role in driving revenue growth while building lasting relationships with clients.

Key Responsibilities

- **Customer Engagement:** Understand customers' travel preferences and offer tailored travel solutions, including flights, accommodations, transportation, tours, and packages.
- **Sales Target Achievement:** Proactively achieve weekly, monthly and quarterly sales targets by converting leads into successful bookings.
- **Market Research:** Stay updated on the latest travel trends, destinations, and offers to provide informed recommendations.
- **Relationship Building:** Build and maintain strong client relationships by offering exceptional customer service and follow-up.
- **Upselling and Cross-Selling:** Identify opportunities to enhance the customer experience by promoting add-ons, upgrades, and complementary services.

- **Collaboration:** Work closely with internal teams to ensure seamless service delivery and meet customer expectations.
 - **Administrative Tasks:** Manage bookings, payments, and documentation accurately and efficiently. Also work with our B2B travel partners and maintain strong business relation with them.
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Required Skills and Qualifications

- Bachelor's degree in Sales, Marketing, Business Administration, or a related field.
 - 1-2 years of experience in sales, preferably in the travel or hospitality industry.
 - Strong communication and interpersonal skills with the ability to engage clients effectively.
 - A customer-first attitude with a flair for understanding and fulfilling clients' travel needs.
 - Proficiency in using CRM tools and sales software.
 - Ability to work in a fast-paced, target-driven environment.
 - A passion for travel and a willingness to learn about new destinations and trends.
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Why Join Travelling Mantra?

- Opportunity to work with a passionate and supportive team.
 - Competitive salary package with performance-based incentives.
 - Exposure to diverse travel products and destinations.
 - Opportunities for growth and professional development within the organization.
 - Discounts on travel packages and services.
 - Yearly complementary tour package from Travelling Mantra.
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How to Apply

If you're ready to embark on an exciting journey with Travelling Mantra and help our clients discover the world, send your resume and a cover letter to info.travellingmantra@gmail.com with the subject line "Application for Travel Sales Executive".

Make your career a journey worth taking with Travelling Mantra!

Visit us for more : www.travellingmantra.in