



ANDERSON VACATIONS.ca

CURRENT JOB OPPORTUNITY:

REGIONAL SALES MANAGER – AB/SK/MB

Overview:

Anderson Vacations is the One Stop Canada and Downunder Solution!
With advanced integrated on-line booking technology and six major product lines, Anderson is one of the fastest growing travel wholesalers in Canada!

Our mission is to provide the **One Stop Solution** for travelers and retailers wanting to travel throughout Canada or the South Pacific. Offering Escorted Tours, FIT packages, Rail trips, Adventure activities, Charter services, Corporate programs, and Conference Housing solutions enables Anderson to provide this One Stop Solution to every client.

Description:

Reporting to the Director of Sales & Marketing, the Regional Sales Manager is responsible to work within the Anderson Vacations sales system in order to enhance, educate, develop and maintain key retail and group accounts within the provinces of Alberta, Saskatchewan, and Manitoba. Position is based in Edmonton, and will require regular travel within the Western Canada region throughout the year.

Main Responsibilities:

- Represent Anderson and coordinate Retail Travel Agency training and relations in AB/SK/MB; including sales calls, product launches, appreciation events, webinar and/or conference call training, travel trade events and FAM tour hosting.
- Represent Anderson and coordinate Direct Consumer marketing and sales projects; including trade show participation, consumer presentations, researching travel clubs and finding new group leaders to promote our products.
- Develop and create new co-operative marketing projects in conjunction with retail travel agencies, key group/club accounts, and other tourism suppliers in region.
- Develop and implement a new sales and marketing strategy to attract new Corporate and Charter clients. This includes extensive research and cold calling.
- Provide input and creative new ideas toward regional and overall company sales/marketing plans
- Participate in weekly business meetings as required
- Prepare weekly sales reports and monthly tracking reports
- Contribute to the overall success of Anderson Vacations as a company
- Assisting with any other Anderson Vacations team project or goal on request basis

Skills/Knowledge:

- 2 + Years of tourism related experience with 1 of those years being in a sales position
- University Degree, or College Diploma in Business, Sales and/or Marketing, or the equivalencies of direct experience in industry will be considered
- Experience in working with budgets, managing accounts and previous experience in agency sales and/or group relations an asset.
- Knowledge of the wholesale/ retail/ consumer relationship and the role of the receptive tour operator
- Knowledge of pricing structures and mechanism within retail travel industry
- Enthusiastic, hard working and trustworthy
- Organizational, time management, and multi-tasking skills required
- Familiar and passionate about Canada. Travel experience in the South Pacific an asset
- A great communicator, written and verbal, have excellent computer and typing skills, and the ability to work with others to drive ideas forward
- Experience in public speaking/ presentations/ conference call presentations an asset

RESUMES will be accepted until June 5, 2009 at 5:00 PM

Submissions may be made to Seth Downs, Director of Sales:

sdowns@andersonvacations.ca

Or fax 780-485-2518

We thank everyone who applies however only those considered for the position will be contacted.

WHO IS ANDERSON VACATIONS?**Our Mission**

Anderson Vacations is passionate to provide expert knowledge and diverse, quality, niche product by being innovative, dynamic specialists, staying ahead of the market trends and being THE ONE STOP CANADA & DOWNUNDER SOLUTION!

Through our eight independent business units we offer: Independent Travel Packages, Fully Escorted Tours, Ranch & Aboriginal Packages , Corporate Programs, Charters and Receptive Services, Group Programs, Travel Insurance, and Conference Housing Services

Anderson Vacations is Canada's Wholesale Travel Specialist!

Visit us online at www.canadatravelsolution.com and www.downundersolution.com