

Job Title:	Travel Expert-Sales
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 incentives, uncapped commission, bonus and profit share.

Become the expert behind the holiday

Love travel? Love people? Ready to turn your passion for travel into a rewarding career?

We're looking for a **Travel Expert** to join our successful sales team in **Cambourne or Norwich**.

You don't need to know every destination. You need to know how to sell, build relationships and create amazing holidays. We'll teach you the rest.

Around **80% of our business comes through the travel trade**, so you will work closely with travel agents across the UK, helping them turn their customers' holiday ideas into **complex, tailor-made journeys**.

You will be the expert they turn to when a customer wants something special – bringing together the right destinations, hotels, experiences, flights and itineraries to create a holiday they can't wait to book.

Whether you are already an experienced travel consultant or you are a talented salesperson, retail advisor, hospitality professional or customer service specialist looking for a career in travel, **we'll give you the training and support to become a true Travel Expert.**

Why you will love working here

At Premier Holidays, great performance is genuinely rewarded, you will benefit from:

- **Uncapped commission + bonus + annual profit share**
- Experienced top sellers currently earning **£35,000+**
- A **4+ week structured induction** and ongoing development
- **Hybrid working** – 3 days in the office and 2 from home following training
- Opportunities for **overseas educational and familiarisation trips**
- Great discounts on your own holidays, plus **friends & family discounts**
- The opportunity to qualify for our exclusive annual **VIP Top Sellers experience** – this year's destination is **South Africa**
- Ongoing coaching and support from experienced **Training Managers, Product Managers and Travel Experts**
- **29 days' holiday including bank holidays**, increasing with length of service
- Option to buy up to **5 additional days' holiday**
- **Annual paid Community Volunteer Day**
- Company sick pay after 12 months' service
- Long-service awards
- Paid team social events, including our Christmas party.

What you will be doing

Your role will include:

- Speaking with travel agents to understand their customers' requirements
- Advising on **destinations, hotels, experiences and itineraries**
- Creating, pricing and selling detailed **tailor-made holiday proposals**
- Managing enquiries from initial idea through to booking
- Converting opportunities into bookings and working towards sales targets
- Building strong, long-term relationships with travel agents



- Developing specialist knowledge of our destinations and products
- Ensuring bookings are accurate, detailed and meet customer requirements

No two enquiries are the same, you will need to enjoy problem-solving, learning about the world, talking to people and getting the detail right.

Could you be our next Travel Expert?

We're looking for people with the **passion, personality and potential** to become Travel Experts.

You will ideally:

- Have a genuine passion for travel and enjoy discovering new destinations
- Have personal travel experience and be able to share your enthusiasm with customers
- Enjoy speaking to people and building strong relationships
- Be confident, commercially minded and motivated by achieving sales targets
- Have excellent attention to detail and take pride in getting things right
- Be organised and comfortable managing several enquiries at once
- Communicate confidently and professionally, particularly over the telephone
- Have a positive, resilient attitude and a genuine willingness to learn

We'll invest in you

You will begin with a **structured 4+ week induction**, combining Head Office and virtual training delivered by our Training Managers, Product Managers and experienced Travel Experts.

You will learn about:

- Booking systems and processes
- Sales development
- Product and destination knowledge
- Creating and pricing tailor-made holidays
- Our travel agent proposition
- Ongoing sales coaching and development

As your knowledge and confidence grow, so will your ability to create increasingly complex holidays – and your earning potential.

Travel is at the heart of what we do

We don't just want you to read about the destinations you sell.

You will have opportunities to take part in **overseas educational trips**, experience destinations first-hand and develop the knowledge needed to provide genuinely expert advice.

And for our highest-performing Travel Experts, there's another reward.

The Premier VIP Top Seller Experience

Each year, our highest-performing Travel Experts can qualify for our exclusive **Top Seller experience**.

This year's destination? South Africa.

Sell travel. Build your expertise. And earn the opportunity to experience it for yourself.

Hybrid working

You will be office-based during your initial training so you can build your knowledge, confidence and relationships with the team. Once fully trained and established in the role:

- **3 days in the office + 2 days working from home**
- You can be based at either our **Cambourne or Norwich office**.

Working hours



Monday–Friday: 9.00am–5.30pm

Saturday: 9.00am–5.00pm

You will have **one guaranteed full weekend off every month.**

Hybrid working applies following successful completion of training.

About Premier Holidays

With a proud history spanning **90 years**, Premier Holidays is an independently operated specialist tour operator with a team of around 100 people.

We create **tailor-made holidays** across a wide range of destinations, including **Asia, Arabia, the Indian Ocean, Southern Africa, Australia, New Zealand, USA & Canada, the Channel Islands, Isle of Man and UK islands.**

Our reputation is built on **destination expertise, personal service and creating memorable, tailor-made holidays.**

We are a company people stay with, more than **50% of our employees have been with Premier for over 10 years** – something we are incredibly proud of.

Ready to become the expert behind the holiday?

If you are passionate about travel, enjoy building relationships and want a career where **your expertise, sales performance and love of travel are genuinely rewarded**, we'd love to hear from you.

Join Premier Holidays and become the expert behind the holiday.