



## **Trek Travel Outside Sales Representative:**

**Summary Description:** Trek Travel's mission is to serve the people who passionately believe the world is best seen from the seat of a bicycle. We are looking for an energetic and customer service oriented Outside Sales Rep to join our team in Madison, Wisconsin. This important role is part of our sales team and is responsible for driving sales through our partners. At Trek Travel, we think outside the box, continuously improve, encourage feedback and give it all we got, all the time, no exceptions. If you have what it takes to join our team and the desire to help shape Trek Travel's future, we wish you the best of luck and look forward to your application! This is full time position (salary + commission) and is eligible for benefits. This position reports to the Sales and Guest Services Manager.

### **Responsibilities:**

- Sales Generation - Leverage all potential guest points of contact generated through Trek Dealer Program, Outside Events, Trade Shows, etc. Actively seek out and initiate new ways to market Trek Travel to achieve established sales goals.
- Being a champion for customer service and the customer at large throughout the entire organization through proactive collaboration with all departments.
- Comprehensive Knowledge of Trip Information and Logistics - Gain an in depth and detailed understanding of all trips in all destinations including trip logistics, trip activities, terrain information, local attractions and customs and all other trip information available to better convert contacts into sales/bookings.
- Tracking and Reporting – As needed in MS Excel, Word and NetSuite.

### **Requirements:**

- 5 Years direct sales and/or marketing experience ideally in the Travel or Bike industry
- Excellent communication & presentation skills
- Strong organizational, attention to detail, planning & time-management skills
- Advanced computer skills and web based applications
- Strong persuasive & interpersonal skills
- Exceptional customer service experience
- Must be able to travel 50% to sales events, dealer events, trade shows

### **The Application:**

We frequently use a variety of acronyms at Trek Travel, tell us yours. Create one that explains why you would be a great addition to our Team. No strict guidelines except be creative, be concise, be You.

Please include the following two items to complete your online application:

1. One-page resume
2. Your acronym

To Apply, please visit: [https://app.jobvite.com/j?aj=oa3G3fwG&s=Trek\\_Travel\\_Site](https://app.jobvite.com/j?aj=oa3G3fwG&s=Trek_Travel_Site)