



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 Outside Sales Representative to manage and strengthen Trek Travel sales and marketing through the Trek Dealer base. The ideal candidate should be both a high-level thinker, and a detail-oriented person who can analyze the business and make strategic decisions efficiently and effectively.

Essential Job Responsibilities:

- Directly manage relationships with select Trek bicycle retailers
- Create, execute and track sales plan for the territory
- Increase dealer referral bookings and number of dealer group trips
- Plan and execute all aspects of events and rides to increase brand awareness, lead generation and sales
- Increase Trek Travel exposure through dealer marketing in the form of emails, social media, events, website and mail lists
- Communicate effectively with Dealer Sales Program Manager
- Exceed dealer expectations through exceptional customer service
- Utilize CRM / booking system for lead entry/management, bookings and reporting
- Become strong member of the sales team to develop new ideas to increase overall sales
- Develop strong understanding of all sales programs and sales systems
- Exceptional product knowledge

Requirements:

- 3 Years direct sales and/or marketing experience ideally in the Travel or Bike industry
- Event management and/or retail experience a plus
- Excellent communication & presentation skills
- Strong organizational, attention to detail, & 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

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 a salaried/commission, full time position and is eligible for benefits. This position is based in Madison, WI and reports to the Dealer Sales Program Manager. To apply, please visit: https://app.jobvite.com/j?cj=osBw6fwp&s=Trek_Travel_Site