

NORWEGIAN CRUISE LINE is one of the world's leading cruise ship operators. With over 50 years' experience one of the most modern fleets in the world and our unique Feel Free cruising concept; we have established ourselves as the leading innovator in the sector. We offer a diverse, exciting and international working environment and are looking to strengthen our team in Business Development MEA based in Southampton.

Business Development Specialist MEA (Outbound Sales) – Southampton

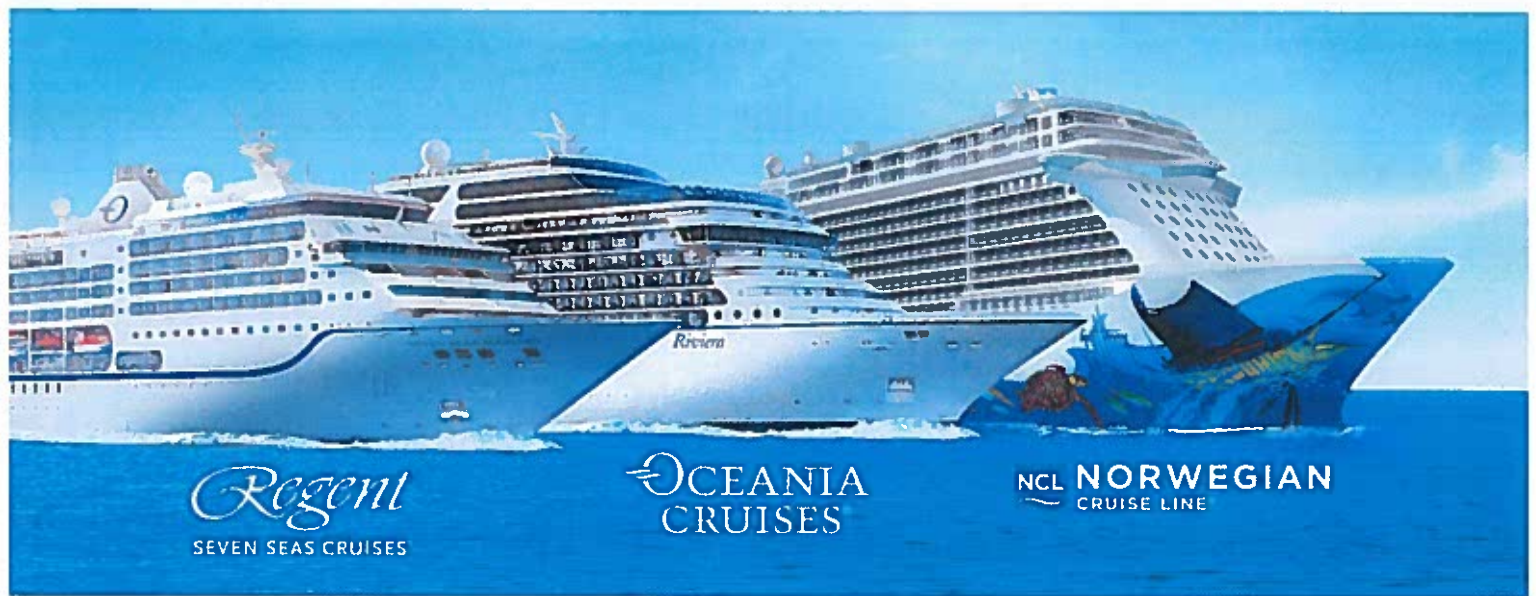
The Business Development Specialist will support MEA sales by working with our Travel Partners who are based in various parts of the Middle East such as Israel, Dubai, Bahrain, Saudi Arabia and Africa.

If you are a dynamic sales individual who is passionate about sales and can work towards targets then this may be the perfect role for you.

In return we offer a competitive salary and bonus scheme.

Responsibilities

- Work with our database of partners who are based in the areas mentioned above
- Promote NCL to our travel partners by providing training, education and marketing material to assist and maximize sales objectives.
- Ensure all travel partners are up to date with current promotions and sailings.
- Tailor offers and sailings with the relevant Travel Agency.
- Help create a positive perception of the company to travel partners by providing excellent service, sufficient education and consistent communication.
- Work directly with front line staff at travel branches implementing the strategic decisions made at head office level
- Intensify business activities and promotions to maximize revenue opportunities within assigned accounts utilizing sales approaches effective from an inside sales operation
- Make daily outbound calls of a minimum of three hours to assigned accounts. Look at for new revenue opportunities and methods to achieve sales goals by promoting the company and highlighting current programs, tools and promotions
- Foster ongoing partnerships with each travel partner by maintaining business relationship management; implement marketing and sales tactics for each account to actively participate in travel partner growth; analyses promotional needs, recommend and implement creative ideas on using marketing supplies and advertising collateral
- Collate and maintain partner and sales activity details within the CRM
- Develop new business opportunities including initial contact, product introduction and developing sales activities
- Producing maximum return on marketing funds spent with the account
- Maintain accurate and up to date sales figures communicated and reviewed regularly with the travel



partners

- Ensure procedures and standards
- Optimize processes in order to facilitate workflow and to increase efficiencies

Candidates must have;

- At least one year's travel experience or two years in a outbound sales role
- Good phone etiquette and excellent phone presence to maximize sales opportunities
- Basic knowledge of Microsoft Office, outlook and word
- Ability to learn in-house systems
- Ability to adapt to a quickly changing sales environment; ability to shift priorities per business requirements
- Interpersonal skills to work effectively in a team based environment
- Strong relationship building skills with the ability to communicate at all levels
- Enthusiastic and passionate with a can do attitude
- Hard working individual with ability to work on own initiative to tight deadlines
- Flexible in working hours – working 5 days in 7 including occasional Sunday to meet market requirements
- Team player
- Ability and willingness to travel within UK and overseas where necessary

Projects/tasks may change according to business needs

Exciting Times!

If you believe you meet our profile and are what we are looking for then please send your C.V and covering letter to

Michelle Jose mjose@nclcorp.com