

Sales Consultant Role

Company: Music in Paradise

Location: Northern Beaches Sydney, based in our Warriewood HQ

Position: Full-time, Monday – Friday

Music in Paradise is seeking a motivated and results-driven Sales Consultant to sell our exclusive music and travel event packages. This role involves connecting clients with once-in-a-lifetime music and travel experiences, requiring a high degree customer service.

Key Responsibilities

- **Client Consultation:** Engage with clients to understand their needs and expertly match them with the most suitable package and destination.
- **Pipeline Management:** Own the end-to-end sales cycle, ensuring accurate and timely record-keeping in the CRM from initial contact through to the client's return.

What We're Looking For

- A minimum of 2 years of successful sales experience, with a preference for a background in travel sales.
- Proven track record of meeting and exceeding challenging sales targets.
- Excellent verbal and written communication skills with a professional, engaging, and persuasive approach.
- Demonstrated passion for and knowledge of music and travel.
- Competence in using a CRM system (e.g., Active Campaign) and standard Microsoft Office or Google Suite applications.
- Ability to work independently, manage time effectively, and thrive in a fast-paced, target-driven environment.

If you're ready to combine your sales expertise with your passion for creating unforgettable experiences, we encourage you to apply.

Please send your resume to gina@perfecttravelgroup.com.au