



Position Announcement: Sales Manager | 2012

Trek Travel is seeking a Sales Manager to lead global sales and customer service for our growing cycling vacation company. This position will play an important role expanding our customer base and upholding Trek Travel's reputation as best-in-class. This position is based at Trek Travel's headquarters in Madison, WI, one of the best places to live in America.

Responsibilities

- Manage global sales efforts and staff. Work to identify sales opportunities worldwide and devise annual sales plan. Ensure sales goals are met and prioritize sales initiatives.
- Generate sales, researching leads and lead follow-up.
- Work to ensure high level of customer retention through excellent customer service, regular customer contact and utilization of marketing initiatives.
- Provide feedback to trip designers and management as necessary based on feedback from customers.
- Evaluate and monitor competition and market trends.
- Brainstorm, propose, and implement sales promotions, customer incentives, and marketing ideas.

Requirements

- 5+ years sales experience
- Experience in management to include staff supervision and Customer Service management.
- Must be computer literate to include MS Office, web applications.
- Must be able to travel 15-25% to sales events, dealer events, trade shows.
- Experience within the cycling industry and/or hospitality preferred.

To apply, please contact Heidi Coopman at heidi_coopman@trekbikes.com or (920) 478-2191 ext 12670.

About Trek Travel

Trek Travel offers endless options for cycling vacation packages regardless of cycling style. Explore every corner of the globe with a wide variety of supplemental activities including hiking, shopping, wine tasting, kayaking, cooking classes, cultural tours, race access and much more. With bike trips ranging from two days to two weeks and varying in cost from our no frills ride camps to our world-class luxury cycling trips, there's something to suit every type of active traveler and their pocketbook. Learn more at www.trektravel.com.