**Come join the exciting world of travel!**

Are you passionate about travel and eager to help others create unforgettable memories? Join our team as a remote Inbound Sales Consultant at ABC Cruises! As an essential part of our company, you’ll assist our guests in purchasing once-in-a-lifetime cruises from the comfort of your own home.

Our remote Inbound Sales Consultants have the earning potential of $80,000 – $190,000 annually (base + commission). Consistently rated at the top of river, ocean and expedition cruising, award winning ABC Cruises offers high earning potential unlike any you will find and loyal guests you will be long lasting relationships with.

Join us in making dreams come true for our guests as they explore the seven continents aboard our luxurious ocean and river vessels. Apply now and embark on an exciting career with ABC Cruises!

**In this role you will:**

* Demonstrate passion for curating extraordinary travel experiences for high-net-worth guests
* Handle inbound sales calls from consumers, identify their needs, and make travel recommendations *(no cold calling, ever)*
* Make follow-up outbound calls, overcome objections, and close the sale
* Provide personalized recommendations based on guests’ preferences and interests
* Build lasting relationships to drive consumer loyalty
* Explain cruise itineraries, onboard amenities, and pricing details
* Maintain accurate records of interactions and follow up with leads
* Enjoy working from home in a fully virtual environment
* Continuously exercise high ethical standards
* Remain coachable, open to feedback, highly motivated and driven to succeed with an entrepreneurial spirit

**To be successful you will need:**

* Experience as a telephones sales person or similar sales role
* 5+ years experience as an Account Executive or in a similar sales role
* Demonstrated success in meeting and exceeding monetary sales KPI metrics
* Strong experience in making sales over the phone
* Exceptional communication, negotiation, and interpersonal skills
* Ability to build and maintain relationships with high-end clients
* Flexibility in your schedule, to include evenings, weekends, and holidays
* Discipline to work in a structured environment with schedule adherence standards
* Previous sales experience with ability to close on the first call
* Proficiency with basic computer applications and equipment (MS Word, Teams, Outlook)
* Must be able to provide:
  + A distraction-free workspace/environment (at home)
  + Space for a desktop computer with 2-3 monitors
  + Stable power source and internet connection:
    - Dedicated high-speed internet (minimum) of 25 Mbps Upload and Download Speeds and ethernet connection (connection cannot be Wireless, Wi-Fi extenders, Wi-Fi repeaters, MiFi's, or Hotspots)
* Location: USA

**What We Offer You:**

* Highly competitive compensation plan breakdown
  + Average earning potential of $90,000 annually (hourly base + commission*). Hourly pay is determined by a myriad of factors including, but not limited to, years of experience, depth of experience, and other relevant business considerations.*
  + Historic annual average commission of $53,000*(based on overall department performance and the terms of the applicable commission plan)*
  + Employees are eligible for annual discretionary bonus.
  + 401(k) plan with company match.
* Full benefits including medical, dental, vision, life and disability insurance at a highly subsidized rate (some plans are fully paid by ABC).
* Paid training (hourly pay + guaranteed commission)
* Accrue 15 paid vacation days, sick time accrual by state, and 6 paid holidays per year.
* Opportunity to take a free and/or discounted cruise.
* Highly subsidized gym membership.
* Discounts on theatres, theme parks, movie tickets, travel discounts through IATA membership and too many more discounts to name.

ABC is a certified Great Place to Work company. This certification is a result of our commitment to excellence, integrity and our teams’ outstanding contributions.