

Travel Specialist

Division: Discover Corps

Location: San Diego, CA

Compensation: Based on experience, full benefits

Type: Full-Time

Level: 2+ years experience in a sales role

Discover Corps is a sustainable travel company whose mission is to inspire travelers to become advocates for our planet's natural wonders, cultural treasures, and local communities. We accomplish this through immersive and sustainable travel experiences for families and adults. We offer three different trip types – Nature & Wildlife Adventures, Volunteer Vacations, and Cultural Explorations – in destinations across Africa, Asia, Latin America, and Australia.

Description of the Role

The travel industry is an exciting field, and Discover Corps is re-inventing what it means to do authentic, off-the-beaten path, community-focused immersion travel through its Vacations with Purpose.

Discover Corps unlocks an immersive experience in communities in Africa, Asia, Latin America, South America and Australia through a unique combination of purposeful projects, workshops, touring and sharing experiences with local people that leave a lasting impact on the soul.

We are looking for a Full-Time Travel Specialist in our San Diego, California office for 40 hours per week. This position is the first line of contact to the public. You will be responsible for handling large amounts of both incoming and outgoing calls for participants interested in booking a trip as well as closing sales. You will not be required to book flights.

In order to be successful in this role, candidates must possess a passion for travel, energy to become a winning salesperson, be extremely organized in order to manage large amounts of critical information and convey a warm, friendly tone of voice when speaking and answering customer inquiries.

Discover Corps is a new organization where we all wear many hats. In addition to sales-related tasks, you may be asked to help out on other projects as they arise.

Minimum Requirements

- Minimum one year of telephone-based sales or customer service experience
- International Travel Experience
- Ability to multi-task
- Answer calls and emails promptly from customers who are requesting information on our trips and provide prompt and stellar customer service
- Use Consultative sales techniques to offer appropriate recommendations to ensure the trip meets their expectations
- Advise customers of international travel requirements such as visas, passports, travel insurance etc.
- Proven fluency in Microsoft Office suite
- Comfortable learning new technology
- Outstanding organizational skills and attention to detail
- Excellent verbal and written communication skills
- Flexibility to work shifts, evenings and weekends
- Exceptional customer service skills

Ideal Candidates will also have:

- Experience in the travel industry in a similar position
- Experience traveling to developing countries
- One year of social media marketing experience
- Experience using CRM system such as Salesforce.com
- Proficient in spoken Spanish

Position

- Full-Time (40 hours per week)
- Based in San Diego (Mission Valley location)
- Commensurate with experience
- Begins (TBD)

Benefits Include:

- Paid time-off between Christmas and New Years
- Optional 24-hour fitness membership
- Potential to travel on Discover Corps trips, as requested by the organization

Interested?

To apply, please send a copy of your resume and a cover letter to **hr@discovercorps.com** with the subject heading **Travel Specialist Application**. In your cover letter, please include answers to the following questions.

1. Which countries have you traveled to for more than 2 weeks, and which ones impacted your life the most?
2. What is your experience with consultative sales?

Please note that due to the number of applications received; only top candidates will be contacted. No walk-ins or phone calls please. We look forward to hearing from you!