

Internship: Travel Specialist

Division: Discover Corps

Location: San Jose, Costa Rica

Compensation: paid + internship benefits

Type: International Internship

Duration: October 1, 2018 - August 31, 2019

Level: 2+ years experience preferred

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.

Responsibilities: Travel Specialist

Work directly with the Sales Manager to generate bookings by engaging in the consultative sales process over the phone with families who have expressed interest in our program.

- Utilize consultative sales techniques to convert leads to clients
- Respond to inquiries via email and provide detailed trip information
- Speak with thousands of prospective families over the phone and communicate the excitement and transformative nature of our trips.
- You will only call warm leads (no cold calling) and qualify them based on their level of interest.
- Position requires calling thousands of people and you will face rejection (as well as excitement) everyday.
- Though most of the time you will be selling, occasionally you'll also be asked to assist with program support and customer service.
- Support the on-call system while clients are traveling
- Through this position you will be given the ability to develop skills and knowledge that will accelerate career advancement and future professional opportunities.

Minimum Requirements

You have sales experience: at least 2 years of phone-based sales or customer service experience. Ideally, you have done consultative sales before.

- Bachelor's degree
- Excellent written and verbal communication skills
- 2 years experience with phone-based sales or customer service
- You are flexible and have a sense of humor
- Passionate about the transformative nature of travel
- Highly motivated and proactive
- Experience working with database like Salesforce.com, ACT or Oracle is preferred
- Experience working in the tourism industry is preferred
- International travel experience

About the Internship Program in Costa Rica

This internship is part of the EduTerra Global Internship (EGI) program. EGI is designed to give young professionals the chance to gain international work experience, learn Spanish, and explore Costa Rica. Interns live with Costa Rican host families in order to gain cultural immersion and language proficiency, and work in our office in Barrio

Escalante, an upscale neighborhood in San Jose. Work alongside other mission-driven interns who work hard and play hard!

Internship benefits include:

- Lodging with Costa Rican host family and two meals per day
- \$400 monthly living stipend
- \$2,500 completion bonus
- All expenses paid Discover Corps trip (outside of Costa Rica)
- All expenses paid quarterly excursions around Costa Rica
- 4 day work-week (3 day weekends!)
- Weekly Spanish classes
- Round-trip airfare to and from Costa Rica for start and end of program (October & August)
- Round-trip airfare between the United States and Costa Rica (December break)
- Financial and logistical assistance with immigration process
- Local (Costa Rican) health insurance
- Quarterly professional development workshops
- Training on CRM and Marketing Automation Software systems

Interested?

Visit [EduTerra Global Internships](#) and follow the steps under "How to Apply & Timeline"

For more information about the EGI program, visit <http://www.eduterra.co/eduterra-global-internships>

Please note that due to the number of applications received; only top candidates will be contacted. No walk-ins or phone calls please.