

Our family is growing

come and join us



At Globus family of brands, our success is driven by our people; not only do we strive to make travel enriching for our clients, we also shape the careers of our people. Built on a solid foundation of integrity, collaboration, passion, accountability, courage and service—the Globus family of brands experience is challenging, rewarding and fun.

We are expanding our Sales Team and are scouting for new talent to join the family.

REGIONAL SALES MANAGER NSW/ACT

PRIMARY JOB DUTIES

- Responsible for all aspects of managing an efficient sales team
- Build and maintain relevant networks and relationships with travel industry professionals
- Continually monitor sales activity and effort
- Recruit, develop and mentor a sales team

WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales
- Exposure to managing and motivating a sales teams
- Well-developed verbal and written communication skills
- Strategic thinking and forward planning skills
- Flexible to travel domestic & international as required

NATIONAL ACCOUNT MANAGER BRISBANE BASED

PRIMARY JOB DUTIES

- Manage strategic relationships with key agents
- Build and maintain relevant networks and relationships in the industry
- Represent Globus family of brands to a high standard
- Develop new opportunities in the promotion and sales of all our products

WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales and marketing
- Extensive experience in developing and implementing account sales and marketing programs
- Demonstrated experience in the creation, development and execution of sales promotion initiatives
- Strong negotiation, presentation and interpersonal skills

BUSINESS DEVELOPMENT MANAGER QLD SOUTH

PRIMARY JOB DUTIES

- Achieve sales targets
- Work towards a strategic plan
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

WHO ARE WE LOOKING FOR?

- Minimum two year's experience in sales
- Comprehensive knowledge using a CRM System
- Excellent verbal, written communication and presentation skills
- Self-motivated and achievement orientated

BUSINESS DEVELOPMENT MANAGER VIC NORTH

PRIMARY JOB DUTIES

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WHO ARE WE LOOKING FOR?

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If you are interested, please apply today!

For all applications please visit our Careers page via <https://www.globus.com.au/why-globus/careers>

For any further enquiries regarding these positions, please contact hr@globus.com.au

GLOBUS

COSMOS

MoNoGRAMS

AVALON
WATERWAYS

GLOBUS
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