

Company Name: Thomas Cook India

Job Title: Leisure Travel Outbound Support Sales Intern

Location: Connaught Place

Duration: 3-6months

An internship certificate will be provided

Job Overview:

Are you passionate about sales and eager to explore opportunities in the travel industry? Join our team as a Leisure Travel Outbound Support Sales Intern. In this role, you will be responsible for conducting outbound sales calls, promoting travel packages, and providing support to our sales team. Success in this position entails generating leads, maintaining customer relationships, and contributing to achieving sales targets. This role offers valuable hands-on experience in outbound sales within a dynamic and collaborative environment.

Responsibilities and Duties:

- Conduct outbound sales calls to generate leads and promote our travel packages.
- Build and nurture relationships with potential customers, delivering excellent customer service.
- Assist in maintaining customer databases and tracking sales activities for effective follow-up.
- Collaborate with the sales team to meet targets and achieve sales goals.
- Stay updated on the latest travel trends, destinations, and promotions.
- Provide support to the sales team by preparing sales materials and presentations.
- Assist in resolving customer inquiries or issues related to bookings or packages.
- Actively participate in team meetings, contributing creative ideas for improving sales strategies.

Requirements:

- Currently pursuing a degree/diploma in Hospitality, Business, Marketing, or a related field (or equivalent experience).
- Passion for sales and a keen interest in the travel industry.
- Excellent communication skills with a friendly and persuasive demeanor.
- Self-motivated with the ability to work independently and collaboratively.
- Resilience in handling rejection positively and persistently pursuing leads.

- Familiarity with CRM software or willingness to learn new systems quickly.
- Effective multitasking abilities with strong attention to detail.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).

Join our team and embark on an exciting journey to develop your sales and communication skills while contributing to the success of our outbound sales efforts in the travel industry. Apply now to gain valuable experience and be part of our supportive and dynamic team!