



Travelzoo is a trusted online publisher of travel and entertainment deals sourced by Travelzoo Deal Experts around the world. Established in 1998, Travelzoo has been publishing travel and entertainment offers for more than 20 years. Travelzoo has 25 offices in 11 countries and an audience of 28 million members globally. We research, test and evaluate travel and entertainment offers to ensure they are high value, accurate and available at the date and price advertised.

For our office in **Paris** we are seeking a **Sales Manager [Travel]**

In this role, you are responsible for expanding business in the Company's current travel client portfolios (tour operators, travel agencies, airlines) as well as generating new business in the French market.

Your role:

- Develop outstanding advertising sales relationships within the French travel industry, both via telephone and in person
- Evangelize on behalf of Travelzoo's 28 million members worldwide to source the very best travel deals
- Construct and deliver campaign review presentations to senior manager or director level
- Sell Travelzoo's media
- Meet or exceed quarterly sales goals, through account development and new business
- Work with colleagues in Europe and the US to ensure that opportunities are fully leveraged and the very best content is secured
- Represent Travelzoo at various industry events

Your profile:

- The ideal candidate will have a proven track record of media/advertising selling (2 – 3 years' experience) and used to working in a fast paced, high growth work environment
- A proven ability to plan, develop and execute online sales strategies (esp. flash sales)
- Knowledge of the online travel/media publishing industry would be an advantage
- Experience working with a booking engine sales model
- Excellent organisational and interpersonal communication skills with particular emphasis on presentation, analytical and sales expertise, and negotiation techniques
- Ability to achieve results while working independently
- Bilingual level in French and English
- Valid full European driving licence
- Educated to degree level (or equivalent)

We offer:

- Competitive salary
- Unique incentives such as an annual stipend to experience Travelzoo's deals and employee discounts
- Flat hierarchies and a highly motivated team
- Various development options and career opportunities
- International exchange and cooperation with colleagues around the globe
- Best working conditions and modern offices in the heart of Paris

Interested? If you enjoy working in an international, innovative organisation with a cooperative team, we look forward to receiving your application, which should include a motivation letter, your CV and availability.