

TOUNDRIGO

Job Posting | Sales Manager

Company Description

The Toundrigo Group is the lifelong dream of a group of adventurers who turned their passion into a business. The Toundrigo Group is comprised of five (5) distinct brands that operate small-group adventure tours, large-group travel, FIT travel, and corporate incentive travel. This **sales manager** position is with **Windigo Adventure**, our small-group adventure travel brand. We are a young and hungry company that wants to take over the world of adventure tourism... with your help!

Job Description

- Oversee all stages of the sales process, while ensuring continued effectiveness and efficiency of all processes
- Work with management on all sales-related projects
- Receive incoming RFPs for new guided trips and develop quotes and proposals for agency clients
- Work with a team to develop programs and itineraries for agency clients
- Validate quotes and rates with local providers
- Manage client relationships, and follow up on complaints, disputes, and quality issues
- In rotation with members of the operations team, manage the after-hours emergency phone
- Any other sales-related tasks

Skills Required

- Interpersonal skills;
- Organizational skills & attention to detail
- Be responsive and able to deal with multiple types of clients
- Audacity and initiative - at Toundrigo everyone has a say in how we grow the company
- Love to work as a team. Ability to connect with the different brands and your immediate team
- Ability to prioritise tasks, anticipate and optimise your workflow
- Knowledge of tourist destinations in North America
- Resourcefulness and ability to work under pressure

Qualifications:

- Bilingual Imperative (English & French) (additional languages an asset)
- Proficient in Microsoft Office
- 3+ years experience in the tourism industry
- 1+ year experience in a sales role (preference given for travel sales)



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What We Offer

- Opportunity to WFH (with manager approval)
- Organised social activities + company-wide happy hours
- Group health insurance
- Collaborative workplace
- Office nearby to public transport
- Career growth opportunities (if you're into it)
- Discounts with suppliers (hotels, car rentals, local stores, etc.)

Logistics

- Start date: Immediate
- Schedule: Full time, 40h/week
- Job type: Permanent (after 3-month trial period)
- Location: 400 Avenue Atlantic, Suite 800, H2V 1A5 Montréal - Outremont

To apply: jobs@toundrigo.com

The Toundrigo Group is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

We acknowledge and thank all applicants, but only those selected for interview will be contacted.

Website:

www.toundrigo.com/
www.windigo.travel/

