



To apply for this position, please email your resume to [ken@tpionline.com](mailto:ken@tpionline.com).

Account Sales (position A) - Job Description		
<b>Division/Department:</b> National Account Sales Director		
<b>Location:</b> 2500 Maitland Center Parkway, Suite 230   Maitland, FL 32751-4174		
<b>Reports To:</b> Senior Management – Account Sales Director, President, and Vice President		
<b>Compensation:</b> Salary plus Commission	<b>Type of Position:</b> Full-time	<b>Hours:</b> M-F 9:00am–6:00pm
<p><b>General Description/Purpose:</b> You will be required to operate in a highly confidential capacity, protecting TPI proprietary intellectual property. Primary responsibility will be to represent and sell TPI's Hosting Plans to experienced Independent Contractors and smaller travel agencies working with competing host agencies or booking direct with suppliers using their own CLIA, ARC or TRUE number.</p>		
<p><b>Key Tasks:</b></p> <ul style="list-style-type: none"> <li>• Responsible for complete knowledge of all Travel Planners International products, services and systems.</li> <li>• To seek out, recruit and sign-up Independent Contractors, travel agencies (storefront and home-based) by explaining the full benefits and features of our programs.</li> <li>• Be able to take inbound and make outbound calls in selling process.</li> <li>• Create and process daily, weekly, monthly email and mail sales promotions.</li> <li>• If necessary, meet, greet, and tour prospective accounts in our offices.</li> <li>• Be able to travel to Domestic and International destinations to represent TPI at trade shows, conferences or at a prospective account location.</li> <li>• Participate in site inspections, familiarization trips, and on-property and off-property events as needed.</li> <li>• Other related and unrelated tasks as assigned.</li> </ul>		
<p><b>Knowledge, skills and abilities (KSA):</b></p> <ul style="list-style-type: none"> <li>• Able to work in a fast paced environment. Professional presentation and interpersonal skills.</li> <li>• Ability to effectively negotiate and close sales.</li> <li>• Highly effective written and verbal communication skills.</li> <li>• Deliver solutions to challenges and problems.</li> <li>• Ability to create desired outcome within specified deadlines.</li> <li>• Strong knowledge of Microsoft Office Products, including but not limited to creating spreadsheets, sales proposals.</li> <li>• Create and maintain databases, such as ACT.</li> <li>• Possess the ability to conduct online webinars using Webex or GoToWebinar.</li> <li>• Possess strong sales skills.</li> <li>• Possess strong customer service skills and be able to work in a dynamic team environment.</li> </ul>		
<p><b>Reviewed By:</b> <b>Notes:</b></p>		