



Sales Manager

Job Description

A little about us

Celebrating our 30th Anniversary in 2023, no other luxury chalet operator knows Verbier like we do. We have a selection of 17 stunning luxury chalets and apartments in the World's Best Ski Resort (2022 & 2023) so naturally, we are very proud of the reputation we have for delivering extraordinary holidays.

We fuse Michelin-starred chefs and hospitality with unrivalled knowledge and experience to deliver the very best service in the Alps, creating the ultimate skiing holiday experiences for our private and corporate guests each winter.

Our Values

Fun is at the very heart of what we do. We want this to spill over into every aspect of our business and align with our values of **Live. Inspire. Repeat.**

This approach, which we are very proud of, is also something we are fiercely protective of – it differentiates us from every other chalet operator and has led us to where we are today.

If you would like to know more about this exciting opportunity, we would love to speak with you.

About the Role

The Sales Manager is pivotal in the success of our business. Responsible for spearheading the sales effort for Ski Verbier Exclusive, the Sales Manager works proactively with our partners, repeat guests and suppliers and is adept at using marketing tools to identify new guests and opportunities in an increasingly competitive market.

Working closely with our Senior Management team, the Sales Manager will be responsible for maximising our sales and revenue, delivering against an annual sales target.

Who are we looking for

A passionate, articulate, sales professional you will have a deep understanding of the luxury holiday sales process. Previous experience in the luxury ski or travel industry would be a distinct advantage.

You will be commercially astute, inquisitive by nature, possess excellent interpersonal skills and a high level understanding of customer service. A fastidious attention to detail, a deep

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desire to drive continuous improvement and innovation – never settling – in everything you do. We are looking for someone who combines all the above with a passion for winter sports and the mountains to join our small and dedicated team in the Cotswolds.

Compelling and convincing, you are good at interpersonal influence and a good negotiator. Able to change approach quickly and easily to suit your environment and maximise results.

You are able to balance the priorities of the business, suppliers and guests, anticipating needs and requirements. Being able to take responsibility for your own actions and to work on your own initiative, you are an all-round team player who will fit in and proactively contribute to the team environment.

Salary: Very Competitive Salary and Bonus Scheme

Holiday: 25 Days per annum

Contributory pension scheme, Cycle to Work Scheme, opportunity to spend time in Verbier and of course ski time.

Location: Chipping Norton, Cotswolds

To apply please contact: hr@skiverbierexclusive.com with your current CV and a brief cover letter.