

Jane Doe

Tour Sales Manager

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Summary

Results-driven Tour Sales Manager with 8+ years of experience in the travel industry, proven track record of consistently meeting or exceeding sales targets, and a strong passion for delivering exceptional customer experiences.

Experience

Jan 2018 - Present
New York, USA

Tour Sales Manager

TravelHub

Managed a team of 10 sales representatives, driving sales growth and expanding market share through strategic planning, market analysis, and team leadership.

- Developed and executed sales strategies to achieve quarterly targets, resulting in a 25% increase in sales revenue within the first year.
- Conducted market research and competitor analysis to identify trends, opportunities, and challenges, and adjusted sales strategies accordingly.
- Built and maintained strong relationships with key clients, resulting in a 30% increase in customer retention and a 25% increase in repeat business.

Jun 2015 - Dec 2017
Los Angeles, USA

Senior Travel Consultant

TravelPro

Provided expert travel consulting services to clients, tailoring customized travel packages to meet their unique needs and preferences.

- Generated an average of \$250,000 in annual sales revenue, consistently meeting or exceeding sales targets and earning recognition as a top-performing consultant.
- Developed and maintained a strong network of industry contacts, including hoteliers, tour operators, and travel suppliers, to stay up-to-date on the latest industry trends and offerings.

Skills

- Sales and Marketing
- Customer Service
- Travel Industry Knowledge
- Leadership and Team Management
- Time Management and Organization
- Communication and Negotiation
- Microsoft Office Suite
- CRM Software

Education

Jun 2010 - Jun 2014
Los Angeles, USA

Bachelor's Degree

University of California, Los Angeles

Hospitality and Tourism Management • 3.5/4.0