



Exotic Travel Factory



Tour Consultant

New Delhi, Delhi, India · 17 hours ago · 13 applicants



Hybrid · Full-time




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About the job

Job Title: Tour Consultant (Sales) - International Holidays

Job Type: Full-Time - Hybrid Or Work from Office Or Work from Home

Joining: Immediate Joiner

Experience Required: Minimum 2 year in a similar role

Company Description:

Exotic Travel Factory is a New Delhi-based travel company specializing in custom tours to Domestic and International destinations like Thailand, Bali, Singapore, Malaysia, and Dubai. Established in 2014, we focus on providing immersive and high-quality travel experiences at unbeatable prices. We cater to diverse travelers, including groups, individuals, honeymooners, students, senior citizens, and corporate clients.

About the Role:

Are you passionate about travel and skilled at turning customer inquiries into bookings? We are seeking an enthusiastic and sales-driven Travel Consultant to join our team. Your role will involve crafting customized travel experiences that align with our clients' dreams and preferences while helping us achieve growth targets. This is your opportunity to turn your love for travel into a dynamic and rewarding career with one of the fastest-growing travel companies in the area!

Key Responsibilities:

- Engage with clients to understand their travel preferences, budget, and expectations.
- Create customized travel itineraries, including flights, accommodations, tours, and car rentals.
- Manage bookings and confirmations, ensuring a seamless customer experience.
- Provide clients with information on essential travel documents, visas, and local customs.
- Stay updated on travel trends and competitive deals to deliver excellent options.
- Address and resolve client concerns professionally.
- Upsell additional services such as travel insurance, upgrades, and exclusive experiences.
- Foster client relationships to encourage repeat business and referrals.
- Achieve or exceed sales targets and contribute to company growth.

Requirements:

- Minimum 2 years of experience as a Travel Consultant, with a focus on sales.
- Strong knowledge of global destinations and current travel trends.
- Exceptional communication and customer service skills, with a persuasive sales approach.
- Proficiency in travel booking software and online tools.
- Ability to work independently while thriving in a team environment.
- Excellent attention to detail, time management, and the ability to multitask in a fast-paced setting.
- A sales-driven mindset, with the motivation to achieve and exceed targets while providing top-tier customer service.

Preferred Qualifications:

- Bachelor's degree in Travel and Tourism, Hospitality, or a related field.
- Experience with travel bookings.
- Familiarity with global travel regulations, loyalty programs, and visa requirements.
- Experience in Guided Tours and Travel Consulting
- Strong Communication and Customer Service skills
- Ability to work independently and remotely

- Excellent organizational and time management skills
- Proficiency in a second language is a plus
- Previous experience in a similar role is preferred

What We Offer:

- Competitive salary with performance-based incentives to reward your achievements.
- Opportunities for professional growth and development within a growing company.
- Comprehensive training to boost your skills.
- Travel discounts and exclusive deals for you and your loved ones.
- A vibrant, collaborative work environment that supports your success.

If you're passionate about helping clients make their travel dreams a reality and enjoy exceeding sales goals, we want to hear from you!