**Location:** UK Hybrid (Remote and Romford Office)

**Salary:** £28,000 + bonus’, incentives and perks

**Hours of work:** 40 hours per week on shift patterns that include weekends

0 per annum, OTE

# Why **Ocean Holidays?**

Ocean Holidays was founded in 2004 by two sets of brothers: Daniel and David Ox and George and Harry Hastings, who are still very much active in the business today.

They set out selling holidays with no website, just a handful of staff and Teletext as their only form of marketing. From these humble beginnings, Ocean Holidays was created, and the company now consists of three unique and distinct travel brands.

Ocean Florida, the largest direct to consumer Florida specialist of its kind in Europe; personalised travel management company, Winged Boots which leads in luxury leisure followed by business travel; and Ocean Beds, the largest worldwide provider of Florida vacation home rentals to the global travel trade.

With Headquarters in Romford, and another in Davenport, Florida. Ocean Holidays continues to innovate and evolve within the travel industry.

In January 2023 Ocean Holidays were awarded the inaugural Employer of the Year award at the Travel Weekly Globes, followed by the Travel for All Award in January 2024, for its industry-leading accessibility programme.

As one of the UK’s fastest-growing travel companies, Ocean Holidays continue to provide an environment where its people can thrive, and where growth and great culture go hand-in-hand.

There are many benefits that you can expect in return for your dedication and your commitment to making our customer’s dreams come true:

* Discounted personal travel and a dedicated staff travel agent that will organise your holiday.
* Private Health Care after probation passed -WPA - discounted gym membership at Nuffield Fitness & Wellbeing Gyms and Fitness First, Spabreaks.com and Yourgolftravel etc.
* Profit Related Pay
* Flexible/remote/hybrid working to promote our culture of supporting work/life balance.
* An Employee Assistance Programme which provides confidential information, advice, and support 24 hours a day. This includes advice on health, relationships, money, career, retirement, and many other areas of support.
* Access to free professional financial advice
* Enhanced family-friendly policies
* One Ocean Forum – a group of employees representing the interests of all employees.
* Long service awards
* Honest, transparent, and two-way communication via regular newsletters and regular virtual and in-person Town Halls
* Cost of test and contribution towards glasses
* Life Insurance

•  Additional holiday days based on length of service

•  Christmas saving scheme.

•  Day off on your birthday

•  2 x ‘Do the Right Thing’ days (dedicated charity days)

•  Reward Gateway Employee discount platform that gives easy access to savings at

 hundreds of retailers

•  Cycle to work scheme.

•  Smart Tech after probation

# What **will you be doing?**

As a member of our Trade Sales team, you will be responsible for the quoting, booking and delivery of Ocean Holidays product to other travel companies. Other tasks include:

* Liaising with external travel agents over the phone and by email
* Assisting our list of partners to secure as many bookings as possible
* Handling any marketing queries
* Quoting and booking assistance
* Post sales assistance for bookings primarily in the US but also to new destinations

# Who **should apply?**

Ideally you should have significant experience in selling holidays B2C or B2B. You should also have:

* Knowledge of the USA (specifically Florida) and additional destinations
* Fantastic communication skills with the ability to truly listen and understand what your client needs
* Motivation and self-drive to exceed monthly targets
* A great relationship builder who can go that extra mile for their clients
* Enthusiastic team player with a willingness to learn
* Be adaptable to change and always looking to improve your own skills and knowledge, as well as those around you

# Who **we are?**

We’re a team of passionate, award-winning travel specialists from a wide mix of backgrounds, excited about delivering the best customer experience possible through our 3 niche travel brands.

Our company culture promotes growth, inclusion and diversity and we’re continuously striving to ensure Ocean Holidays is the best place to work!

Customer experience is at the forefront of everything we do, and we pride ourselves in being able to consistently deliver some of the best service in the UK.

# Our **commitment to equal opportunities**

For us, diversity is a business imperative – one that must be embedded into every aspect of how we operate in order to drive success. Simply put, we believe an encouraging and inclusive environment makes sound business sense.

We are a customer experience-driven business, and a diverse workplace means that we not only build a healthy culture of diversity and tolerance but can also serve our clients with empathy and understanding.

Conscious inclusion encompasses social, cultural and cognitive differences and cultivates an ethos of belonging, connection and shared purpose. It is the integration of this philosophy that allows us to create meaningful experiences for our employees, drive better business practices with our vendors and clients, and ultimately lead with purpose.