

# Jetto Vacations Private Limited



2<sup>nd</sup> floor H103 Lane No. 2,  
Saidulajab,  
Near Saket Metro station  
New Delhi -110030

## Team Lead-Sales & Operations

Sales & Operations

## Reports to Business Manager

The candidate will report to Manager-Sales & Operations

## Job Overview

The job requires you to drive package sales of Jetto Vacations for domestic and short haul destinations. TL will have reporting of multiple sales persons whose job is to work on individual leads and sell our vacation packages to interested customers.

## Responsibilities and Duties

- Drive sales following the sales processes
- Guiding and training sales person to maximize their potential and achieve targets
- Manage lead flow and lead distribution
- Maintain all relevant data in CRM
- Manage/Assist operations of bookings sold by your team
- Provide assistance to the customer whenever required

## Qualifications

- Must be comfortable in speaking English and Hindi
- Must be able to use Microsoft Office and Google Docs
- Experience of min. 2 years in travel sales is must

## Who should apply?

- The candidate must be okay with perks of joining a startup (open culture, lack of structure, don multiple hats, flexible roles etc.)
- The candidate must be patient, empathic and understanding to provide exceptional service to customers
- The candidate must be available on call 24X7

This job is only for people who wants to work hard and learn sales, business management, exceptional customer service and how to grow a business in general. We will provide exceptional opportunities and freedom to grow your skills which cannot be matched by any established company

### **Who should not apply?**

- If your motivation is financial instead of learning
- If you want to work in a brand with swanky offices and established structures and processes
- If you are thinking of short-term benefits
- If you are uncomfortable with sales and customer service

*We have been honest in setting our expectations and we hope if you decide to apply, you will be honest about yourself as well*

### **About us**

Jeto Vacations is a young travel company started in 2019. Our aim is to disrupt the vacation industry in India by providing exceptional customer experience. Founders are significant experience in travel field. Jeto Vacations is located near Saket, New Delhi. We offer:

- Competitive salary and incentives
- Great work culture (a team of young and dynamic folks)
- Opportunity to learn multiple destinations
- Opportunity to see how to grow a company from a nascent stage