
**PURSUIT JOB DESCRIPTION
SALES MANAGER – REGIONAL & AFFILIATE
ALASKA COLLECTION**

**THIS IS A FULL-TIME, BENEFITTED ROLE BASED IN ANCHORAGE, ALASKA.
LEGAL ABILITY TO WORK IN THE US IS REQUIRED.**

Overview

The Sales Manager is responsible for attaining revenue and sales goals at the Alaska Collection for both Regional and Affiliate clients. This position is responsible for soliciting new business and developing a client base for group business including meetings, convention, incentive and weddings. Additionally, the Sales Manager will work with our Affiliate partners in to drive sales for our attraction products.

What you will do

- / Seek out new business opportunities in the regional market including but not limited to conference/meetings, associations, incentive groups and weddings while growing existing accounts.
- / Maintain relationships and business with existing client base
- / Analyze performance of annual sales goals and reports on variances, both positive and negative
- / Provide assessment of new revenue growth opportunities, qualify and secure new clients
- / Work closely with Alaska tourism organizations
- / Drive seasonal sales for our attractions through sales calls, promotions, incentive programs and marketing support
- / Seek out new business opportunities in the regional market through other sales avenue and implements strategies to work collaboratively with partners
- / Finalize all TAC business proposals and/or contracts on a daily basis; ensure proposals or contracts are submitted on the same day as inquiry or booking
- / Cultivate relationships and business with existing client base, as well as developing new business
- / Analyze performance of annual sales goals and reports on variances, both positive and negative
- / Provide assessment of new revenue growth opportunities, qualify and secure new clients
- / Have all affiliates contracted prior to the operating season
- / Conduct presentations to familiarization groups as needed
- / Perform other duties as needed to support the business when asked

Experience You Need

- / Minimum 2 years' experience in Business Administration, Marketing, Public Relations or other sales-related field or any combination of education, management and experience that provides the required skills, knowledge and abilities for this role.
- / Strong knowledge of the tourism business in Alaska, including, state government, industry organizations and large private industry influences.
- / Knowledge of the trends and characteristics of visitor markets in major Alaskan communities
- / Knowledge of Salesforce or Delphi.fdc (CRM) a strong asset
- / Strong understanding of Microsoft Office tools
- / Experience working in the Alaska tourism industry preferred

What You'll Bring to the Team

- / Strong "can-do," attitude with willingness to be flexible and adaptable.
- / Ability to make decisions, solve problems and exercise good judgment.
- / Strong commitment to building positive working relationships.
- / Willingness to work with a geographically dispersed team in a seasonal environment.
- / Resourceful, with a curiosity to solve problems and create new solutions.
- / Ability to organize and prioritize multiple tasks in a fast-paced environment.
- / Sense of urgency to complete job duties accurately and in a timely manner.
- / Sense of humor and ability to 'let things roll' when the unexpected happens.
- / Solid written and verbal communication skills.
- / Hospitality and service-focused mindset including the need to work successfully with both internal and external partners.
- / Strong sense of prioritization and focus to complete tasks.

Working Environment

- / High-energy, collaborative office environment in a beautiful Alaska setting
- / Events, activities, team fun planned regularly
- / Opportunity to learn and develop career skills to fit your goals
- / Must have moderate physical abilities to lift up to 50 lbs with assistance
- / Must have mental and psychological ability to work in a fast-paced, high-volume environment
- / Must be flexible enough to work – at times – outside normal business hours
- / Moderate travel required to include in-state and North America travel

PURSUIT

This list describes at a high level what this job requires, but no job description can anticipate every single task, issue or project that could come up. Pursuit reserves the right to adjust, reduce, add, or change job tasks as needed for the success of the business.

To handle this job successfully, any person hired must be able to perform responsibilities as described. Pursuit will make any reasonable accommodation to help a person with disabilities perform their job. This job is based in Alaska and current, legal ability to work in Canada is required.

Pursuit is an equal opportunity employer committed to diversity in the workplace. We evaluate qualified applicants without regard to race, color, religion, sex, sexual orientation, age, disability, veteran status, and other protected characteristics.

MORE ABOUT PURSUIT

Who We Are

Pursuit is a global attractions and hospitality company that connects guests and staff to iconic places through unforgettable and inspiring experiences and strives to become the world's leading provider of iconic attractions and hospitality experiences. Pursuit generates revenue and shareholder value as one of two business units operated by Viad, an S&P SmallCap 600 international experiential services company, traded on the New York Stock Exchange under the symbol VVI.

Pursuit's mission is to connect guests and staff to iconic places through unforgettable, inspiring experiences. We deliver rich travel experiences to the global market through our unique hotels and lodges, recreational attractions, retail, food and beverage, sightseeing, tours and travel products. Today, the company enjoys strong perennial demand with operations in or adjacent to Banff, Jasper and Waterton Lakes National Parks in Canada; Glacier, Denali, and Kenai Fjords National Parks in the United States; and our Flyover attractions, FlyOver Canada in Vancouver, B.C. and FlyOver Iceland in Reykjavik, and FlyOver Las Vegas in Nevada. A new FlyOver attraction in Toronto, ON is anticipated in 2024. May, 2021 brought the grand opening of the Sky Lagoon, a premier oceanfront geothermal lagoon experience near Reykjavik, Iceland. Through its Refresh Build Buy strategy, Pursuit is continuing its growth trajectory into new iconic locations around the world.