

Licensed Vacation Club Sales Associate



usa.arilson@gmail.com

Phone :

Web :

Job Summary

Vacancy :

Deadline : Jan 01, 1970

Published : Dec 24, 2024

Employment Status :

Experience :

Salary :

Gender :

Career Level :

Qualification :

Job Description

Vacation Sales At Wyndham Destinations our goal is simple: to put the world on vacation. Our team is growing in Destin and we're searching for talented sales professionals to join our award-winning team! Responsibilities: Conduct in-person tours of Emerald Grande Resort and/or Majestic Sun Resort's model unit to pre-qualified sales leads, provided by our marketing team Establish commonality and build rapport with guests and/or potential clients Articulate the benefit of traveling as a VIP level owner with Wyndham Destinations Provide showing of Wyndham's VIP Presidential Suite located at Club Wyndham's Emerald Grande Resort and/or Majestic Sun Resort Provide knowledge of Wyndham Destinations product Adhere to Wyndham's sales pitch and process while tailoring each presentation to meet each potential client's needs and wants Sell vacation packages to guests Provide follow up with clients to increase owner satisfaction Attend and participate in various sales training sessions and meetings Qualifications and Skills: Must have willingness to obtain FL Real Estate License Sales experience preferred. Ability to handle rejection and overcome objections. Excellent active listening skills. Ability to work independently and as a team player. General knowledge and application of sales techniques such as: rapport building, selling on emotion, building value in the product, and closing the sale. Professional appearance. Timeshare experience is a plus! Benefits: WORK LIFE BALANCE! 30-37 hour work week Comprehensive Medical, Dental and Vision packages 401(K) Company Match Uncapped Commission + Bonus Structure (100K+ first year target) All leads are pre-qualified and provided by Wyndham's award winning Marketing Team Free Travel Program for Sales Associates Discounted access to gyms, local restaurants and shops Paid employee referral program And more! For immediate consideration, contact Megan Selfe at (850) 428-5066. Job Type: Full-time Pay: \$80,000.00 - \$120,000.00 per year Benefits: 401(k) Dental insurance Health insurance Paid time off Vision insurance Ability to Relocate: Destin, FL: Relocate before starting work (Required) Work Location: In person

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
