

Business Partner – Owner Operator

House of Travel Ellerslie

At House of Travel, we believe that the best holidays are created together. That by collaborating with our customers, we'll help ensure they have the very best holiday experiences possible. Our ability to be successful comes down to our amazing people and we've got an exciting opportunity for someone with a passion for travel and engaged in the local community to join House of Travel and lead our Ellerslie outlet in partnership with the current Owner Operator.

- **Are you an experienced Consultant looking for a leadership opportunity?**
- **Are you keen to lead a small team and drive growth?**
- **Are you passionate about travel and have proven experience in building a client base?**

In this role you will combine your passion for travel along with your ability to understand the unique needs of your customers to create the types of holiday experiences that enrich people's lives. You will have an understanding for team dynamics and what makes a successful team, while looking to exceed our customer expectations. You will have the support and guidance of an experienced Owner Operator to ensure you succeed.

What do we look for in a business partner?

- A proven ability to establish excellent customer relationships
- An in-depth understanding of the Retail Travel market
- The ability to grow and lead a team of energetic travel consultants
- The ability to prioritise workload and lead a business
- A strong networker who is comfortable proactively approaching customers and making sales
- The ability to drive local marketing
- Analytical and problem solving skills with high attention to detail
- A commitment to learning and constantly developing your knowledge
- Well-developed sales skills and track record of success including understanding customer needs, needs based recommendations, relationship building and confirming sale
- Passionate about travel with extensive personal travel experience
- Technologically savvy

Recognised for being the Best Retail Travel Brand in New Zealand it is therefore it's no surprise that we are growing and need talented individuals to continue our journey. This position offers the opportunity to contribute to a truly dynamic work environment and a unique and vibrant work culture. An uncapped earning potential and the ability to truly manage your own business and desk are rare to find. Are you ready for your career to reach new heights? If you think you have what we need, APPLY NOW by forwarding your CV to Jayne Thornley, Retail Partnership Director at hotcareers@hot.co.nz

Only applicants with NZ residency or a valid working visa will be considered.