

# Bee Happy Recruitment

<https://www.beehappyrecruitment.co.uk/jobs/sales-representative/>

## Sales Representative

### Description

Sales Representative

Location: City of London

Salary: £25,000 a year with a 16% commission per ticket sale (weekly pay)

#### About The Role:

If you're looking for something completely different; a unique and refreshing way to enhance your career and income, then THIS is the role for you! my client is a market-leading tourism brand. Having launched its sightseeing tours in London after huge success in New York City, where we introduce millions of visitors annually to the city with the best sightseeing experiences. We pride ourselves on our sales team as the key to our exponential growth and provide them with by far the best training and highest rewards in the industry. The first step to becoming great at sales is to sell a product you love...and there is no better product than London!

Operating in the field at some of the most famous sites and landmarks in the world from Central London, our Sales Reps help visitors to our Capital to select the best sightseeing and leisure options for their stay, along with practical advice on how best to enjoy the city.

Sales Reps deal with hundreds of requests for information daily and as well as converting those enquiries into sales, are expected to generate the maximum amount of exposure to the products and brand as possible for optimum results. This fulfilling role offers the opportunity to earn a six-figure income, become a professional in the London tourism industry and help provide lifelong memories for its visitors.

Fast-track career and travel opportunities are expected for those Joining the brand in its UK launch year as we thrive on promoting from our own internal talent pool! This is perfect for established Sales Execs / Reps who want a robust guarantee on high earnings and a chance to progress their career.

Here's the deal:

☑ Competitive hourly rate plus highest commissions in the industry, we pay 16% commission compared to the 6% at other companies.

☑ 16% commission on all ticket sales once you pass the £200 daily threshold

☑ weekly pay including all commission

☑ £50k – £75k OTE easily achievable; uncapped commission

☑ Best promotion and career opportunities. Internal promotion is a principle that is key to our success

☑ The best industry training to maximise knowledge and income

☑ Daily, weekly and monthly bonuses in addition to OTE basic and commission

☑ Working with an international team of experts

If that looks good to you, here's what we're looking for:

☑ Outgoing and presentable with the ability to instantly build rapport. This is a face-face sales role so credibility and confidence are essential.

☑ Someone who aspires to be a professional salesperson / has experience in direct sales or promotions.

☑ Competitive & target driven with a sense of ownership and pride in performance and its impact on the success of the company.

☑ A good command of spoken English.

### Hiring organization

Bee Happy Recruitment

### Employment Type

Full-time

### Beginning of employment

Immediate

### Job Location

London

### Working Hours

☑ 8 hour shift

☑ Day shift

☑ Every weekend

☑ Monday to Friday

☑ Weekend availability

### Base Salary

£ 25000

### Date posted

April 11, 2024

☐ Multilingual skills are advantageous but not essential. A willingness to learn is crucial.

☐ A desire to reach the highest professional standards in sales.

☐ A basic knowledge of London and a willingness to understand more about its landmarks, attractions and Tourism Industry.

☐ A desire to help people in person, working in Central London and be available on weekends and bank holidays when the highest earning potential exists.

Responsibilities for Sales Advisors will include:

☐ Canvassing & promoting to visitors from specified Central London locations to maximise potential revenue.

☐ Helping prospective customers with information and offering the range of products to fit their needs.

☐ Helping existing customers with information and advice and maximising up-selling opportunities where possible.

☐ Helping the operations process by ensuring customers are guided on and off our fleet of tour buses efficiently and safely throughout the day.

☐ Completing all administration associated with the sales process at the end of each day.

Job Types: Full-time, Part-time, Permanent, Zero hours contract

Salary: £25,000.00-£75,000.00 per year

Expected hours: 37.5 – 45 per week

Benefits:

☐ Company pension

☐ Employee discount

Schedule:

☐ 8 hour shift

☐ Day shift

☐ Every weekend

☐ Monday to Friday

☐ Weekend availability

Supplemental pay types:

☐ Bonus scheme

☐ Commission pay

☐ Loyalty bonus

☐ Performance bonus

☐ Tips

Experience:

☐ Sales: 1 year (required)

Ability to Commute:

☐ London (required)

Ability to Relocate:

☐ London: Relocate before starting work (required)