



SALES DEVELOPMENT REPRESENTATIVE

Location: Boston, MA

Travel changes lives. At ACIS, we believe passionately in the ability of educational travel to open minds, teach tolerance and prepare the next generation of global citizens. We're looking for people who share this belief to help us grow our educational travel business.

This role is ideal for a recent graduate who wants to pursue a career within educational travel and has a keen interest in sales and business development. The successful candidate will be provided with comprehensive training in sales to build up their knowledge of the role and provide them with the skills and confidence to undertake the full range of job duties and responsibilities outlined below.

Job Summary:

If you have an obsession with exploring the world, have a passion for sales, are highly organized, excel at researching and engaging with new customers, and have a confident approach to talking to people on the phone, then this position is for you. In the Sales Development Representative role, you will help us grow our business by helping build our sales pipeline. You'll use your resourceful, personable, and intelligent approach to engage with our existing and prospective clients and get them excited about the possibilities of an educational program with ACIS.

This is a fast growth, entry-level role and a great opportunity to develop your sales skills and a career path at a company that values continuous learning and growth. This is your opportunity to establish a career in sales within the educational travel industry. You will play a key role in support of sales team members and will share in the team's overall success. Take this opportunity to join a leader in educational travel while also advancing your career.

What You'll Be Doing:

- Inspiring educators to travel
- Through online research, finding new teachers to reach out to and initiating the first travel conversation
- Successfully setting up in-person meetings and scheduled phone calls for the sales team (via phone and email)
- Qualifying all incoming inquiries generated through web and marketing campaign leads
- Developing engaging messaging and content that resonates with prospects, captures a value proposition, and embodies ACIS' core values
- Assisting Marketing with campaign development and execution
- Using sales software tools, video campaigns and email campaigns to nurture prospects to the point they are ready to talk to us about travel

- Working directly with Sales team members to continue to nurture clients who have previously expressed an interest in educational travel, but have become unresponsive
- Coordinating our local event presence (e.g. conferences and receptions) and playing a key role in following up on these in-person interactions
- Keeping contact and account data up to date in our CRM database
- Working with Sales and Marketing Managers to gain insight into individual territory and key account plans and establish lead activation priorities and methods both among brand new leads and disengaged leads within our existing database
- Working with colleagues in other divisions (our USA/Canada division and our performance tours division) to find cross-selling opportunities for the teachers we work with
- Leveraging consumer-generated content to demonstrate the life-changing impact of travel

Required Education, Training, Knowledge and Experience

Bachelor's degree in an area such as Business, Communications, or Education and some experience in an inside sales role would be fabulous.

Demonstrated history in exceeding performance goals and quotas.

Knowledge of value-based sales methodologies

Strong communication skills and understanding of how to identify customer needs

Adept in using Microsoft Office applications.

Internet and research savvy using online resources

Willingness to accept and contribute new ideas, and adapt to a rapidly changing environment

Requires flexibility, attention to detail and fulfilling deliverables quickly

Core Skills, Competencies, and Characteristics

Ambition to develop a sales career within the educational travel industry

Confident attitude to using the phone to reach out to potential ACIS teachers

Outgoing, positive, resilient, friendly, and supportive of your colleagues

Excellent writing skills, with a creative approach to writing engaging email copy

Adept at researching and developing content

Highly organized, self-motivated and able to multi-task

Creative, self-aware, an outside-of-the-box thinker able to execute and get things done

High levels of empathy and integrity when engaging with potential customers

Wanderlust

Extra Credit Qualifications

Overseas travel experience in Europe, Latin America and Asia

Proven track record of achieving measurable goals in a sales environment

Bilingual

Experience using Microsoft Dynamics or other CRM tools

Company Overview:

ACIS organizes rewarding educational group travel abroad. We are a company that strongly believes in the knowledge and experience of our employees to help drive our continued growth.

ACIS Educational Tours are built on a passionate belief that travel changes lives. Since 1978, we've guided teachers and students on over a half million unforgettable tours. By traveling on an ACIS tour, students gain insight not just from seeing famous places, but also from observing life in and around them. Our commitment to changing lives one by one has made ACIS the most respected name in educational travel.

Benefits Include:

International travel opportunities
Best paid time off in the business
401k matching
Fitness, travel reimbursements
Great company culture
Health/dental/vision