



TRAVEL EXPERTS FOR GERMAN MARKET BASED IN MANILA

Shanti Travel is a travel agency specialized in tailor-made tours off the beaten paths in Asia.

Our Travel Experts are based in our local agencies in India, Sri Lanka, Burma, Nepal, Cambodia, Indonesia and Vietnam, from where they provide field advises and organize travel programs.

MISSIONS

As Travel Expert, you will be part of our Sales Team in Manila. We are looking for a Travel Agent, who is passionate about traveling. You will manage tailor made travel requirements made for solo travelers, couple travelers, honeymooner and family trips. The goal is to keep our clients satisfied and loyal for future services.

The Travel Expert German market & Production Assistant plays a key role in the success of the organization. He/she is the one who plays a pivotal role in:

- **Individual & Team Sales & Target Achievement:** generate maximum business, achieve individual targets and help team to achieve team targets
- **Sales and Operations:** Handle enquiries and monitor with the guests,
- **B2C partnership:** direct contact with the guests, 24hour availability, welcome guests in their destination
- **B2B partnership:** generate maximum business with B2B partners according to the politic develop by your B2B & Prod in Charge Philippines
- **Development & Production:** Along with our local partners, B2B & Prod in charge, gather exhaustive expertise to develop programs that matches with Shanti Travel philosophy of travel in every matter.

RESPONSABILITIES

- Plan and sell transportations, accommodations and other travel services
- Cooperate with clients (half of the time via phone) to determine their needs and advise them appropriate destination, modes of transportations, travel dates, costs and accommodations
- Provide relevant information, brochures and publications (guides, local customs, maps, regulations, events etc.) to travelers
- Collect payment/fees
- Use promotional techniques and prepare promotional materials to sell itinerary tour packages
- Deal with occurring travel problems, complaints or refunds
- Attend travel seminars to remain updated with tourism trends
- Enter data into our software and maintain client files
- Network with tour operators
- Maintain statistical and financial records
- Meet profit and sales targets



Other tasks and duties aligned with the mission may be assigned.

REQUIREMENTS

- German native or bilingual in German and good level of English
- Guest oriented
- Comfortable to sell trips via phone or via mail in German and in English
- Ready to learn our computer reservations systems and GDS systems.
- Strong sales skills and commercial awareness
- Ability to interact, communicate and negotiate effectively
- Experience in travels or the tourism industry
- Personal travel experience will be considered an advantage

DEVELOPMENT & PRODUCTION

Optimize Online production: (Under Prod in Charge supervision)

- Update benchmark our competitors,
- Update online pricing & create new itineraries,
- Provide the sales tools (price list, master programs offline...),

Optimize Offline production: (Under Prod in Charge supervision)

- Find new suppliers/partners on other islands of Indonesia,
- Creation of itinerary, pricing and gathering information related to the destination
- Collect information and look for new product / hotels / activities /
- Experiences / good addresses to improve the quality of the programs and
- Take photo & videos and share for communication purposes.
- Keep destination training documents up to date

TERMS OF CONTRACT

- Full-time contract
- Salary: 1500 USD net per month
- Variable: 3% on the margin following objectives
- Shanti Travel takes charge of visa cost
- Based in Manila, Philippines
- Starting as soon as possible

Please send your CV in English and your cover letter in German to: ornella@shantitravel.com

Please precise in subject: « Application – Travel Expert German Market PHILIPPINES »



TRAVEL EXPERTS FOR GERMAN MARKET BASED IN HANOI

Shanti Travel is a travel agency specialized in tailor-made tours off the beaten paths in Asia.

Our Travel Experts are based in our local agencies in India, Sri Lanka, Burma, Nepal, Cambodia, Indonesia and Vietnam, from where they provide field advises and organize travel programs.

MISSIONS

As Travel Expert, you will be part of our Sales Team in Hanoi. We are looking for a Travel Agent, who is passionate about traveling. You will manage tailor made travel requirements made for solo travelers, couple travelers, honeymooner and family trips. The goal is to keep our clients satisfied and loyal for future services.

The Travel Expert German market & Production Assistant plays a key role in the success of the organization. He/she is the one who plays a pivotal role in:

- **Individual & Team Sales & Target Achievement:** generate maximum business, achieve individual targets and help team to achieve team targets
- **Sales and Operations:** Handle enquiries and monitor with the guests,
- **B2C partnership:** direct contact with the guests, 24hour availability, welcome guests in their destination
- **B2B partnership:** generate maximum business with B2B partners according to the politic develop by your B2B & Prod in Charge Indonesia
- **Development & Production:** Along with our local partners, B2B & Prod in charge Indonesia, gather exhaustive expertise to develop programs that matches with Shanti Travel philosophy of travel in every matter.

The position requires the person to operate from Bali, Indonesia.

RESPONSABILITIES

- Plan and sell transportations, accommodations and other travel services
- Cooperate with clients (half of the time via phone) to determine their needs and advise them appropriate destination, modes of transportations, travel dates, costs and accommodations
- Provide relevant information, brochures and publications (guides, local customs, maps, regulations, events etc.) to travelers
- Collect payment/fees
- Use promotional techniques and prepare promotional materials to sell itinerary tour packages
- Deal with occurring travel problems, complaints or refunds
- Attend travel seminars to remain updated with tourism trends
- Enter data into our software and maintain client files
- Network with tour operators
- Maintain statistical and financial records



- Meet profit and sales targets

Other tasks and duties aligned with the mission may be assigned.

REQUIREMENTS

- German native or bilingual in German and good level of English
- Guest oriented
- Comfortable to sell trips via phone or via mail in German and in English
- Ready to learn our computer reservations systems and GDS systems.
- Ready to become an expert in selling destination like Georgia, Armenia, Vietnam or Burma.
- Strong sales skills and commercial awareness
- Ability to interact, communicate and negotiate effectively
- Experience in travels or the tourism industry
- Personal travel experience will be considered an advantage

DEVELOPMENT & PRODUCTION

Optimize Online production: (Under Prod in Charge supervision)

- Update benchmark our competitors,
- Update online pricing & create new itineraries,
- Provide the sales tools (price list, master programs offline...),

Optimize Offline production: (Under Prod in Charge supervision)

- Find new suppliers/partners on other islands of Indonesia,
- Creation of itinerary, pricing and gathering information related to the destination
- Collect information and look for new product / hotels / activities /
- Experiences / good addresses to improve the quality of the programs and
- Take photo & videos and share for communication purposes.
- Keep destination training documents up to date

TERMS OF CONTRACT

- Full-time contract
- Salary: equivalent 700-900 Euros per month + incentive
- Shanti Travel takes charge of visa cost
- Based in Hanoi, Vietnam
- Starting as soon as possible

Please send your CV in English and your cover letter in German to: hr@shantitravel.com

Please precise in subject: « Application – Travel Expert German Market VIETNAM »



TRAVEL EXPERTS FOR GERMAN MARKET

BASED IN TOKYO

Shanti Travel is a travel agency specialized in tailor-made tours off the beaten paths in Asia.

Our Travel Experts are based in our local agencies in India, Sri Lanka, Burma, Nepal, Cambodia, Indonesia and Vietnam, from where they provide field advises and organize travel programs.

MISSIONS

As Travel Expert, you will be part of our Sales Team in Tokyo. We are looking for a Travel Agent, who is passionate about traveling. You will manage tailor made travel requirements made for solo travelers, couple travelers, honeymooner and family trips. The goal is to keep our clients satisfied and loyal for future services.

The Travel Expert German market & Production Assistant plays a key role in the success of the organization. He/she is the one who plays a pivotal role in:

- **Individual & Team Sales & Target Achievement:** generate maximum business, achieve individual targets and help team to achieve team targets
- **Sales and Operations:** Handle enquiries and monitor with the guests,
- **B2C partnership:** direct contact with the guests, 24hour availability, welcome guests in their destination
- **B2B partnership:** generate maximum business with B2B partners according to the politic develop by your B2B & Prod in Charge Japan
- **Development & Production:** Along with our local partners, B2B & Prod in charge, gather exhaustive expertise to develop programs that matches with Shanti Travel philosophy of travel in every matter.

RESPONSABILITIES

- Plan and sell transportations, accommodations and other travel services
- Cooperate with clients (half of the time via phone) to determine their needs and advise them appropriate destination, modes of transportations, travel dates, costs and accommodations
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- Use promotional techniques and prepare promotional materials to sell itinerary tour packages
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- Attend travel seminars to remain updated with tourism trends
- Enter data into our software and maintain client files
- Network with tour operators
- Maintain statistical and financial records
- Meet profit and sales targets

Other tasks and duties aligned with the mission may be assigned.



REQUIREMENTS

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- Creation of itinerary, pricing and gathering information related to the destination
- Collect information and look for new product / hotels / activities /
- Experiences / good addresses to improve the quality of the programs and
- Take photo & videos and share for communication purposes.
- Keep destination training documents up to date

TERMS OF CONTRACT

- Full-time contract
- Salary: fixed to profile + a variable of 3% on the margin generated
- Shanti Travel takes charge of visa cost
- Based in Tokyo, Japan
- Starting as soon as possible

Please send your CV in English and your cover letter in German to: ornella@shantitravel.com

Please precise in subject: « Application – Travel Expert German Market JAPAN »