



Travelzoo is a global Internet media company. With more than 24 million subscribers in Australia, Canada, China, France, Germany, Hong Kong, Japan, Spain, Taiwan, the United Kingdom and the United States of America. Travelzoo publishes offers from more than 2,000 advertisers. Travelzoo's deal experts review offers to find the best travel deals and confirm their true value.

Forbes magazine ranked Travelzoo #6 on its 2006 list of 200 best-run growth companies.

Director of Sales, China

This position is based in Shanghai.

Reporting to the President, China, the **Director of Sales** will be responsible for the following: -

Job Duties

- Creating sales strategies, pricing, sales packages and sales distribution with the President and executing them with regular reporting to the President.
- Creating proposals, sales presentation and other material in aid of selling to clients of various categories including airlines, hotels, travel operators and so on.
- Creating and building on new and existing clients by aligning clients' objectives with Travelzoo's products and positioning, and ultimately achieving win win.
- Selling Travelzoo's online products and quickly meet advertising revenue goals.
- You will be selling online advertising campaigns to hotel/hotel management companies, airlines, cruise lines, tourism boards and travel agencies.
- Managing sales teams in Shanghai and Beijing.

Requirements

- The ideal candidate will have at least 10 years of solid sales experience, ideally from internet/ travel/ media industry
- Experience in managing a team of sales people across various regions
- A proven ability to plan, develop, and execute online sales strategies
- A successful track record of meeting sales goals and the ability to produce effective sales, particularly in the travel category
- Excellent organizational and interpersonal communication skills with particular emphasis on presentation, analytical and sales expertise, and negotiation techniques
- Ability to achieve results while working independently
- Bachelor's degree minimum

We offer

Competitive salary package
Excellent international career opportunities in a high growth company
Exciting and fast paced work environment
Ask about our travel perk!

Please e-mail your resume and a brief description of why you'd like to join us to ap-jobs@travelzoo.com