



**Role Title:** Product Sales Manager

**Department:** Travel, Product & Commercial.

### About the role

The Product Sales Manager is responsible for securing the best travel deals from both our in house tour operator Coop Holidays and our 3<sup>rd</sup> party travel suppliers. As part of the commercial team, the role is responsible for ensuring the end to end deliver of the travel deals, ensuring speedy and effective publication of sourced product and offers. You will develop relationships with our trading heads across Consortium, Retail, PTA and Online to ensure successful support and sales conversion. For this position, you should have a proven track record in similar roles and have a passion for quality and travel. You should enjoy working in a team and demonstrate entrepreneurial thinking.

### What you'll be doing

- Source, research and negotiate the best travel offers in the market to meet member and distribution channel demands
- Identify opportunities for growth by working in partnership with the commercial team, 3<sup>rd</sup> party suppliers and Coop Holidays to produce new travel products, while maintaining successful long-term relationships with existing suppliers
- Negotiate preferential allocations and rates for distribution through Coop Member Rewards and Midcounties travel distribution channels
- Manage the end to end offer cycle from planning, development and pricing to publication, ensuring operational effectiveness and commercial revenue delivery
- Collaborate with Online, Retail, Consortium, Coop Holidays and PTAs to ensure revenue from deals is maximised
- Ensure that all product information is accurate and available to all appropriate distribution channels
- Adopt a member-first mentality and use customer-engagement metrics to create outstanding content, supporting marketing in digital campaign activity
- Write and publish product content
- Work in a team focused on an Omni channel approach across retail, digital and call centre
- Working with other divisional heads and managers to ensure successful delivery and communication of travel offers

## About You

- Degree educated (or equivalent experience)
- Experience in a travel product delivery role
- Experience in working for membership-driven organisation desirable
- Strong marketing and communication skills
- Well structured, detail-oriented working style
- Product knowledge in all travel sectors
- Comfortable working independently and as part of a team
- Positive, solution-oriented attitude
- Strong commercial awareness

## Scope

Reports to: Head of Product & Commercial

Direct reports: None

Manages budgets: No

Contacts (internal/external):

Internal; Coop Holidays, Marketing, Consortium, PTAs, Retail, Cooptravel.co.uk, finance

External; 3<sup>rd</sup> Party suppliers