

Company: HabanaLive

Job Title: Sales Consultant

Location: Miami, with domestic travel and travel to Havana

Position Overview

We are seeking a Sales Consultant to lead national and international sales efforts for HabanaLive. This individual will be responsible for the full sales cycle, from demand generation through deal close, and also support pre-trip account management to ensure a seamless transition to our ground team in Havana. There is endless room for creativity and growth in this role.

Responsibilities

- Manage the full sales cycle, including initial client consultation to understand nuanced requirements; trip design that is customized and creative; contracting; any other deliverables needed to close deals
- Present the value proposition for travel to Cuba and for HabanaLive as a leading luxury FIT and MICE service provider
- Help develop and execute marketing campaigns to generate demand and leads
- Manage relationships with key channel partners, including travel advisors, hotel properties, and other DMCs
- Serve as an expert on US policy to Cuba, to ensure clients understand and feel at ease with compliant travel to Cuba
- Proactively create solutions that exceed our clients' expectations
- Pre-sales account management for confirmed FIT and MICE clients, including handling questions, pre-trip travel advice, confirmed program, and other important details to prepare travelers for their trip

Qualifications

- Bachelor's degree and excellent academic record required
- Minimum of two years professional experience required
- Professional experience in sales, marketing, hospitality, or consulting is a plus
- Professional experience in a start-up or fast-paced / high-growth culture is a plus
- Exceptional communication skills, both written and verbal. You are a clear, concise and compelling storyteller across written, verbal, and visual modes
- Self-starter with excellent organizational skills and ability to prioritize
- Fastidious attention to detail
- Ability to work collaboratively and effectively with a decentralized, multi-cultural team
- Fluency with Microsoft applications
- Fluency with digital marketing strategy and tactics
- A passion for travel, cultural immersion and exchange

About HabanaLive

We are Cuba aficionados, with 10+ years of experience on the island. Cuba Educational Travel, our parent company, was established by Collin Lavery in 2012. Collin, today a leading expert on Cuba and US-Cuba relations, began his career with the Center for Democracy in the Americas, bringing US Congressional delegations to Cuba and advocating on Capitol Hill.

From CET's platform, we launched Havana Strategies in 2015, to offer business advisory services to companies such as Airbnb, Google, and Cummins who saw opportunity to enter the Cuban market after President Obama initiated a process to normalize relations between the US and Cuba in 2014.

In 2017, we established HabanaLive, to cater to the specialized production and service requirements of Meeting, Incentive, Conference, and Event (MICE) travel and high-end leisure clients. We have had the privilege of producing experiences for the Harvard Advanced Leadership Institute, Shark Week, Castlight Health, Summit Series, the Young Presidents' Organization, and countless family & friends' trips. Our partners include Ovation Travel, ProTravel, Altour, 6 Degrees, Enterprise Events Group, Plan A Travel, and many more.

Today, the combined CET and HabanaLive brings 5000+ travelers per year to Cuba. Through our deep network of relationships in Cuba, we are able to provide our clients with access to the country's top artists, academics, tastemakers, and cultural icons. Our experiences span family trips, VIP travel, student groups, trade & policy delegations, retreats, and large-scale events for Fortune 500 companies.