



Tours. Charters. Cruises.

Charter Sales & Event Planner. Great opportunity, experience necessary.

We're hiring a Charter Sales Person. Please read this entire listing and then let us know if you are interested.

The Opportunity

Watermark has been in the tour and charter business in Annapolis since 1972, and in 2009, expanded to offer daily cruises in Baltimore as well. We are seeking a Charter Event Planner to work in our office located in Annapolis, MD. The ideal candidate will have a proven track record of:

- Generating leads; primarily through outbound calls and networking events.
- Converting prospects to clients; successfully conducts telephone sales calls to both new and existing customers, and uses effective closing techniques
- Identifying customer needs and using in-depth product knowledge to prepare winning proposals.
- Effectively presenting proposals over the phone and in person during site visits and appointments
- Establishing relationships with associations/business organizations (e.g. Chamber of Commerce, Convention & Visitors Bureau) and generate referrals
- Providing prompt responses to customer inquiries

Qualifications:

- 2-4 years total sales experience with minimum of 1 year outbound/telemarketing sales experience
- Prefer hospitality experience but not required
- Moderate computer skills are essential; will frequently work with Microsoft office products as well as reservation and CRM software.

- Analytical skills required to identify and exploit selling opportunities
- Sells primarily by telephone; must have excellent oral communication skills
- Proposal writing is required, must communicate effectively in written form
- Must have ability to persuade and influence people
- Must be able to listen effectively, assesses the situation, determine relevant issues, identify solutions and gain consensus.

Pay includes a base salary and aggressive commission schedule. For a small business, Watermark offers generous benefits for full-time employees. Security and background checks will be performed for all applicants.

How to apply

1. Learn all about us on www.watermarkjourney.com.
2. E-mail resume and cover letter to Brian@watermarkjourney.com. We will keep your application confidential.