

# CARRIER

Private Client Manager

*Commission based (self-employed)*

## THE COMPANY

Established in 1980 and with royalty and celebrities amongst our clients, Carrier's discreet, attentive and bespoke service is held in the highest regard. Carrier curates exceptional luxury travel experiences designed to fulfil the desires, dreams and goals of our clients; experiences so bespoke you won't find them anywhere else. The client's every need, every preference and every whim is catered for, no request is too small and no challenge too big.

## THE OPPORTUNITY

This role will best suit candidates with **luxury tour operator** experience .

Working on a self-employed basis with access to an existing personal network of HNW individuals, the successful candidate will be responsible for fulfilling the travel arrangements of their clients.

Working remotely, you will have the freedom to develop new client relationships through networking, joint partnerships and promotional events. You will be supported with industry leading marketing collateral and the full strength of the Carrier brand.

You will have a passion for luxury travel and we will build on your destination knowledge by showing you the world. Your little black book of contacts will grow as we support you in building industry relationships at the highest level.

For your clients you will create exceptional luxury travel experiences. With access to a global product range, via both our in-house tour operator and third party suppliers, your clients will travel to experience the best of world.

This is a luxury travel opportunity like no other.

## RESPONSIBILITIES

- Provide a 24/7 concierge travel service to a small HNW client base
- Create exceptional luxury travel experiences tailored to client's individual needs
- Develop deep client relationships to understand their needs and goals
- Proactively manage regular communication with your clients
- Develop your client database through networking, collaborations, events, social media and referrals
- Enhance your knowledge of luxury travel by attending supplier launches & events and travelling on overseas familiarisation trips

## **REQUIREMENTS**

- Considerable experience gained at a luxury tour operator
- A track record of creating and developing exceptional clients relationships
- A deep understanding of the luxury landscape and customer; an innate ability to deliver exceptional service
- Personal confidence with a record of building credibility and trusted relationships within a network
- A genuine passion for travel with extensive first-hand experience of worldwide luxury travel
- The ability to thrive working independently and remotely; a record of demonstrating resilience & flexibility
- Commercially astute and motivated to achieve a healthy margin
- Desirable: knowledge of our tour operator reservations systems Dolphin & Galileo

## **PACKAGE**

- Up to 60% margin share on all bookings
- Comprehensive training programme
- Product, operational & marketing support teams
- Discounted travel
- Company laptop

## **APPLICATIONS**

Please send CVs to [Daniella.hudson@carrier.co.uk](mailto:Daniella.hudson@carrier.co.uk) for consideration