Turquoise
The Holiday Company

Travel Sales Specialist

Location:	Clapham, London SW11
Contract:	Full-time (5 days per week)
Reports to:	Sales Manager
Experience Level:	Minimum 3 years in travel sales

Why Turquoise?

The Turquoise Holiday Company is an award-winning tour operator specialising in bespoke honeymoons, family holidays, and tailor-made, once-in-a-lifetime journeys. We craft unforgettable experiences across East and Southern Africa, the Indian Ocean, Asia, Australia, New Zealand, Canada, the South Pacific, the Middle East, the Mediterranean, and the Caribbean.

Founded in 2002, we've spent over 20 years creating authentic, luxurious travel experiences defined by space, privacy, passion, and style. Our hand-picked partners and properties celebrate the culture, gastronomy, architecture, nature, and spirit of each destination.

We're proud to have been named:
- **Best Tour Operator in the World** – Condé Nast Traveler Readers' Choice Awards 2026
- One of **The Sunday Times Best Places to Work 2025**

Join Our Team

We're looking for **Travel Sales Specialists** to join our dynamic, fun, and growing company. As one of the few family-owned operators of our size in the UK, we're forecasting significant growth and offer a friendly, inspirational workplace with:

- Ongoing training and development
- A strong social committee
- Long term career progression opportunities

Role Overview

This full-time role is based in our Clapham office and reports directly to the Head of Sales.

Key Responsibilities:

- Meeting individual and team sales targets and KPIs
- Responding to enquiries and brochure requests promptly and professionally
- Constructing imaginative, detailed itineraries using expert knowledge and creativity
- Managing a personal portfolio of clients to ensure high retention and referrals
- Handling booking administration from enquiry to return
- Working weekends on a rota basis (with optional overtime)
- Representing 'Turquoise' at shows, exhibitions, and events (some weekends)

Core Competencies Required

- **Minimum of 3 years' experience in travel sales** (ideally in luxury or tailor-made travel)
- First-hand knowledge of one or more of our destinations
- A natural affinity with the Turquoise brand and a passion for travel
- Knowledge of airline GDS systems (preferred)
- Outstanding communication and attention to detail
- Excellent organisational and presentation skills
- Smart, professional, and passionate disposition
- Hands-on approach and team spirit

Remuneration & Benefits

- Competitive base salary (dependent on experience)
- Target-based bonus scheme
- 28 days annual leave (inclusive of bank holidays), increasing with length of service
- Additional day off for your birthday
- Company pension scheme
- Travel benefits and educational trips
- Travel insurance for business trips
- Flight incentive scheme

Where We're Based

London Office: A beach house-inspired space on Northcote Road, Battersea.

Conditions of Employment

- Satisfactory references prior to start date
- Completion of a six-month probationary period
- Ability to start within 1–2 months
- Legal right to work in the UK

How to Apply

Please send your CV and covering letter to our Head of Sales:
lara.cowtan@turquoiseholidays.co.uk