

Herrmann Global Tourism Insights & Marketing
Posted: May 22, 2023

Open Position:

Sales Account Manager Traineeship

40 hours per week with flexible hours

Pay range: Minimum base of \$18 per hour based on experience, plus commission.

Location: Lander, WY (for a duration of 6 months), afterwards remote work is optional.

Herrmann Global is a renowned international tourism think tank specializing in promoting travel destinations to a global audience. With our cutting-edge technology and industry insights, we effectively connect our partners with the most relevant potential travelers. Currently, we are actively seeking a highly creative and motivated Sales Account Manager to join our dynamic team.

In this role, you will have the opportunity to sell and upgrade accounts for both new and existing clients. This is not your typical office job. As part of the Herrmann Global Sales Account Manager Traineeship, you will receive comprehensive coaching and training to develop the skills necessary to create and maintain client accounts on a national and global scale. Over the course of 6 months, you will engage in hands-on training, self-study, and gain valuable real-world experience. Throughout the traineeship, you will also be paired with a seasoned mentor who will provide guidance and invaluable industry insights. By the end of the traineeship, you will be equipped to embark on a successful sales career with the Herrmann Global team.

The ideal candidate for this position is a visionary go-getter who possesses strong analytical aptitude and experience in identifying new business opportunities on a large scale. A natural curiosity and the ability to forecast industry trends and anticipate outcomes are essential qualities. Additionally, the candidate must be proficient in developing marketplace assessments and strategies that support the Business Development team in diversifying distribution channels. Customer-centricity is of utmost importance, as we believe that lasting relationships are built upon a mutually beneficial value exchange.

To receive a full-time offer, it is essential that you complete the traineeship to full satisfaction. We value individuals with an excellent driving record and a love of driving long distances. As part of our team, you will be responsible for traveling to meet clients, explore new business opportunities, and build strong relationships. During the traineeship, you will enjoy immediate and generous PTO benefits, allowing you to recharge and maintain a healthy work-life balance. Additionally, upon receiving a full-time offer, you will be eligible for further benefits like dental, vision, and a healthcare stipend and more provided by Herrmann Global.

If you are ready to make an impact in the global travel industry and possess the drive to succeed, we encourage you to apply and join our dynamic team at Herrmann Global. [Click here to learn more about our digital products and services.](#)

Responsibilities

- Follow a vision, strategy, and account plan to achieve revenue and financial objectives.
- Grow the partnership channel through prospecting, selling, and supporting new digital client ventures.
- Identify business development opportunities by attending conferences and client meetings.
- Forecast sales activity and revenue achievement while creating satisfied customers that can be referenced in future sales cycles.

- Identify the latest trends affecting our industry.
- Work with team members to brainstorm new and innovative growth strategies.
- Help manage CRM platform (Acceleo), and integrate capabilities to fullest potential within revenue growth strategies.
- Work directly with the Business Development team to develop, manage and enhance B2B PR initiatives.

Requirements for this position

- Bachelor's degree in Marketing, Hospitality or relevant field.
- Experience in digital marketing or sales/business development positions preferred, but not required.
- Highly creative with excellent analytical abilities.
- Outstanding communication, interpersonal, and critical thinking skills.
- Up-to-date on the latest trends and technologies in digital marketing.
- Travel 50% of the time to meet with clients and attend conferences.

Skill requirements for all Herrmann Global positions

- Care more: You must have exceptional customer service skills.
- Be curious: You must have a high level of interest in constantly learning new things.
- Problem solving: You must possess the ability to identify and understand problems and have a willingness to solve them.
- Sensitivity: You must have a high level of awareness for the needs of colleagues, clients, and the Herrmann Global business.

Please send a cover letter and resume to:

florian@herrmannglobal.com & kiana@herrmannglobal.com

Herrmann Global is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy), sexual orientation, gender identity, national origin, disability, marital status, or status as a U.S. Veteran.