

ENTRÉE DESTINATIONS

Entrée Destinations designs privately guided, fully customized journeys across Canada and Alaska for discerning travellers from around the world. For more than 30 years, we have quietly shaped how this country is experienced — partnering with exceptional hotels, wilderness lodges, outfitters, and guides to deliver travel that is seamless, thoughtful, and deeply rooted in place. Our [Purpose](#) means something to us, and it informs how we design journeys, how we care for our guests, and how we show up for one another as a team.

Position: Sales Manager, Canada
Type of Position: Full Time – 40 hours a week. Shared after-hours/weekend on-call support.
Location: Remote within Canada or in Vancouver office
Wage: \$60,000 – \$75,000 plus company performance bonus

Job Description:

Reporting to the Director of Sales, the Sales Manager is responsible for designing and selling customized journeys throughout Canada (and occasionally Alaska), while building long-term relationships with our clients and trade partners. This is a receptive sales position, focused on responding to qualified inquiries and transforming them into thoughtful, highly personalized travel experiences.

This role extends well beyond closing a sale. You will guide clients from first inquiry through trip preparation and remain connected as a trusted advisor while they travel. Most bookings are FIT, though you may also work on groups and high-touch Special Operations. The pace is fast. The expectations are high. The work is deeply rewarding.

Sales Responsibilities will include:

- Manage the full sales cycle from inquiry to confirmation
- Qualify clients and design customized itineraries aligned with their interests and expectations
- Prepare detailed costings and proposals
- Check availability and collaborate closely with suppliers
- Work in partnership with Operations to ensure seamless file turnover
- Maintain ownership of pricing, margins, and overall profitability
- Support clients throughout the booking and preparation process
- Represent Entrée at industry events and trade shows
- Participate in shared on-call support while guests are travelling
- Contribute to supplier relationships, contracting support, proposal refinement, and database integrity as needed
- Support colleagues and share workload equitably
- Inspire trust and confidence from clients in all circumstances

Skills & Qualifications required:

- Minimum three years of sales experience in luxury travel (inbound tour operator, DMC, wholesaler, travel advisor, hotel sales, or similar luxury hospitality experience)
- Strong knowledge of Canadian luxury and experiential travel; Alaska knowledge is an asset
- Understanding of the luxury traveller and how to anticipate expectations
- Exceptional written and verbal communication skills in English; Arabic fluency is an asset
- Strong organizational skills and the ability to prioritize in a fast-moving environment
- High comfort level with technology (Microsoft Office Suite)
- Ability to work independently and collaboratively in a hybrid or remote setting
- A natural ability to build trust and long-term relationships

134 ABBOTT STREET 7TH FLOOR VANCOUVER BC V6B 2K4
T. 604.408.1099 1.888.999.6556
careers@entreedestinations.com www.entreedestinations.com

ENTRÉE DESTINATIONS

Who you are:

- You care deeply about Canada and about service.
- You are energized by designing meaningful journeys and sharing the best of this country with others.
- You are organized, accountable, and calm under pressure.
- You think creatively and solve problems with confidence.
- You take pride in details and hold yourself to a high standard.
- You are comfortable navigating a fast-moving environment, balancing competing priorities without compromising quality.
- You communicate clearly and thoughtfully — whether by phone, in writing, or in person.
- You understand that excellence is built through consistency.

What We Offer

- Competitive compensation and company performance bonus
- RRSP matching program
- Extended health and dental benefits (cost-shared)
- Paid or banked overtime
- Paid time off
- Flexible scheduling and hybrid work opportunities
- A supportive and inclusive workplace culture

Entrée Destinations is committed to fostering a workplace where all are welcome, regardless of race, ancestry, political belief, religion, family status, disability, sexual orientation, gender identity or expression, or age.

If you are looking for a role where standards are high, collaboration matters, and your work directly shapes extraordinary guest experiences, we would love to hear from you.

To apply, please forward your cover letter and resume to: careers@entreedestinations.com. We regret that due to the volume of applications, only candidates selected for interviews will be contacted. This role will be kept open for the right candidate.