

Looking for an unbeatable place to work? **Flight Centre Limited** started with one shop, 27 years ago and have since grown to one of the world's latest travel agency groups, with more than 2,000 leisure, corporate and wholesale businesses, extending throughout the world.

Flight Centre Accessible Travel is a division of the global travel giant that provides expert travel advice to travellers who have a disability. The accessible travel market is not limited by definition but extends from travellers with mobility, vision and hearing needs to those who use canes, walkers or oxygen tanks. *Flight Centre* is the first mainstream travel company to embrace this significant, yet significantly under serviced, travelling community.

About the Opportunity

In this newly created position, *Flight Centre Accessible Travel* is seeking an ambitious **Business Development Manager** to join their dedicated team in Vancouver.

In this unique role, the successful candidate will **use their sales expertise to scout new leads, develop profitable client relationships, and secure fresh business opportunities.**

We are looking for an outstanding sales professional with an impressive track record of **meeting their targets and winning new accounts.** You will use your creative ability to think of new initiatives to make relationships and establish a presence in this undeveloped, vibrant market.

You will be regularly meeting clients in person as well as closing sales over the phone, so to achieve in the people-focused role, you will need to have confidence, charisma, and a way with words.

The ideal candidate will have **several years of new business development experience**, and have the experience or network of contacts within the disability sector. We encourage applicants from this industry to apply.

About the Benefits

The right candidate will receive a **competitive base** and a **generous commission** with **unlimited earning potential (\$52,000 + OTE in Year One).**

Finally, *Flight Centre* offers its staff **award-winning, world renowned benefits**, including:

- **Discounted travel and access to excellent incentives** from the world's top travel providers
- **Laptop and Blackberry**
- **Extended health and dental benefits**
- **Social events** that are the **envy of the industry** e.g. **Our high performers recently flew to Las Vegas for the annual Global Ball!**
- **Career progression scheme** including global career opportunities
- **Free health advice and financial planning consultations**
- **Comprehensive sales training** from *Flight Centre's* success stories
- **Fantastic supportive team culture**
- Access to the **company gym**

For more information and to Apply Online, please visit:

<http://www.applyfirst.ca/job19263>