



TECNIA INSTITUTE OF ADVANCED STUDIES

GRADE "A" INSTITUTE

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Ref. No: TIAS/TP/Campus/Notice/2024-25/61

Date: 24-09.2024

Notice

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 25-09-2024.

Link to Apply:- <https://forms.gle/DU9KqBJVuyPwTtrx5>

Company Name: Jeto Vacations Private Limited

Eligibility: BBA/MBA-2024

Profile: Vacation Specialist

CTC: 4.5 LPA per annum including and PF.

Designation: Vacation Specialist

Sales & Operations

Reports to Business Manager

The candidate will report to Team Leader-Sales & Operations

Job Overview

The job will include sales of domestic/international holiday packages to interested clients of Jeto Vacations.

Each sales person will be assigned leads on which the vacation specialist is expected to gather requirements, prepare quotations, do follow ups, make bookings and provide assistance throughout the journey

Responsibilities and Duties

- Talk to potential clients, prepare quotes as per itinerary
- Talk to suppliers to get best rates for packages
- Maintain all relevant data in CRM
- Provide assistance to the customer throughout the trip

Qualifications

- Must be comfortable in speaking English and Hindi
- Must be able to use Microsoft Office and Google Docs
- Experience in travel or sales is an added advantage

Who should apply?

- The candidate must be okay with perks of joining a startup (open culture, lack of structure, don multiple hats, flexible roles etc.)
- The candidate must be patient, empathic and understanding to provide exceptional service to customers

- The candidate must be available on call 24X7

This job is only for people who wants to work hard and learn sales, business management, exceptional customer service and how to grow a business in general. We will provide exceptional opportunities and freedom to grow your skills which cannot be matched by any established company

Who should not apply?

- If you want to work in a brand with swanky offices and established structures and processes
- If you are thinking of short-term benefits
- If you are uncomfortable with sales and customer service

We have been honest in setting our expectations and we hope if you decide to apply, you will be honest about yourself as well

About us

Jeto Vacations is a young travel company started in 2019 by IIM alumni. Our aim is to disrupt the vacation industry in India by providing exceptional customer experience. Jeto Vacations is located at Saket, New Delhi. We offer:

- Competitive salary and incentives
- Great work culture (a team of young and dynamic folks)
- Opportunity to learn multiple destinations
- Opportunity to see how to grow a company from scratch

Salary Range

CTC is 4.5 LPA per annum including and PF. Average take home salary ranges between 30k-38k depending on performance.

FAQ

Is this a target-based job?

No. Incentives are not based on targets. The more you achieve, the more incentives you make. We do not work in a high-pressure environment. If we want to know about the culture, please talk to our current employees and even our ex-employees.

Does this include cold calling?

Cold calling is randomly calling customers without their consent. This is not cold calling. We only call customers who have asked us to call and shared their number with us. We do not spam people. Also, this job does not require you to travel anywhere.

Is WFH allowed?

You are supposed to work from office. Also, this job does not require you to travel anywhere. WFH is only allowed for inevitable circumstances for a few days not on a regular basis

All the Best!!!

Thanks & Regards,



Dr. Nivedita

Head - Training and Placement Cell