



Luxury Ski Sales Consultant

Bristol

About us

Hip Hideouts is an established luxury ski travel company specialising in exceptional chalets, beautiful places and memorable experiences across the Alps. We've built a loyal client base, a distinctive brand and a reputation for doing things differently. We're knowledgeable, personal and quietly confident in what we do. We believe great service comes from genuine relationships, expert advice and attention to detail rather than hard selling. As we continue to grow, we're looking for an ambitious Sales Consultant to join our team and help shape the next chapter of the business.

The Role

Based in our vibrant Bristol city-centre workspace, you'll be responsible for helping guests find and book extraordinary ski holidays. From first enquiry through to booking, you'll build relationships with clients, understand what they're looking for and match them with the right chalet, residence or hotel from our carefully curated collection. This is a sales role for someone who enjoys people, hospitality and commercial success in equal measure.

What You'll Be Doing

- Managing enquiries from new and existing clients
- Building relationships with guests and generating repeat business
- Selling luxury chalets, residences and selected hotel partners
- Preparing tailored holiday proposals
- Following up enquiries and converting bookings
- Maintaining accurate CRM records and pipeline management
- Working closely with the wider Hip Hideouts team to deliver an exceptional guest experience
- Representing Hip Hideouts at industry events, networking opportunities and client events
- Building new relationships and generating business opportunities for the company

Who We're Looking For

You'll be confident, organised and commercially minded, with the polish to represent a premium brand and the ambition to grow within a fast-moving business. Ideally you'll have:

- Completed at least one winter season with a high-end ski operator
 - Experience within luxury travel, hospitality or another premium customer-facing sector
 - Excellent communication and relationship-building skills
 - A genuine passion for skiing, travel and hospitality
 - A self-starting attitude and a hunger to succeed
 - A strong desire to earn through a commission-based reward structure
- Most importantly, we're looking for someone who is bright, personable, entrepreneurial and motivated by building a successful career in sales.

Travel & Industry Exposure

This role offers regular opportunities to travel. The successful candidate may be required to visit chalet locations and hotel partners across the Alps, attend industry events, networking opportunities and trade shows, and represent Hip Hideouts in front of partners, suppliers and prospective clients.

We see first-hand product knowledge and relationship building as a key part of delivering the exceptional service our guests expect.

Package

Basic salary: £24,000 - £27,000 depending on experience

First year OTE: approximately £40,000 - 45,000

Bristol city-centre workspace

Career progression opportunities as the business grows