



We are looking for a motivated, enthusiastic Sales Executive to join our fantastic and diverse team. You will be joining a supportive, ambitious organisation that takes pride in delivering high-quality experiences and building strong relationships with customers and partners.

Mercat is here for good.

We're not about seasonal jobs, but lasting careers.

When you join us, you're stepping into a permanent, secure job with top-notch training, career development and leadership that plans for the long-term good of our people, place and planet.

As a local family business and proud B Corp, we nurture our community to create a sense of belonging for our visitors and team alike.

That means we grow and thrive together, for good.

👉 Choose Mercat for a reason, not just a season!

A Warm Welcome for Everyone

Mercat Tours promises to provide valued Living Wage jobs and make diversity, equity, and inclusion part of everything we do - from the team we nurture, the visitors we welcome and history we share.

We're responsible for all the choices we make - how we run our business, spend our money and mindful that our team is representative of our visitors. Thank you for wanting to be a part of our community.

Benefits;

Your personal development and training are core to your time with Mercat

- [REAL Living Wage](#) + for all
- Permanent, secure contracts - no fixed term or 'zero hour'
- Guaranteed minimum hours
- Flexible working incl jobshare options
- [Fair Work Employer](#)
- Mercat holds a Home Office Sponsorship License for Skilled Worker Visa applicants
- Personal development and training plan
- Access to [Bike to Work scheme](#)
- Access to [ASVA card](#)
- Trained Mental Health First Aiders onsite
- Employee Assistance Programme with 24/7 confidential support for you and your families
- Critical illness cover
- Access to free counselling sessions
- Interest free loans
- Use of company holiday home
- Profit-share bonus

Your Skills and Strengths:

- Friendly, energetic, and helpful – someone who enjoys working with people
- Knowledge and experience of marketplace
- Strong analytical skills
- Excellent organisational skills for time management, forward planning, and handling multiple priorities
- Strong negotiating and communication skills
- Confidence building relationships with a wide range of partners and clients
- Passion for high-quality products, services, and customer experience
- Ability to respond well under pressure
- A desire to be the best you can be
- A sense of humour!

Purpose and Objectives:

- Support the growth of the business by developing new and existing sales opportunities
- Develop strong B2C and B2B relationships
- Contribute to the delivery of long-term sales strategies and goals
- Help promote the company's values and ensure consistent, high-quality customer experiences
- Play a positive role in building a sustainable future for the team, customers, and local community

Main Duties and Responsibilities:

- Support the development and delivery of effective sales strategies
- Take responsibility for achieving individual sales targets
- Analyse sales performance and contribute ideas for improvement
- Manage, and grow B2B and B2C relationships
- Attend relevant sales missions, trade shows, and networking events
- Secure and expand key trade accounts
- Monitor and report on market trends, including visitor/customer behaviour, competitors, industry developments, threats, and opportunities
- Collaborate with colleagues on new product or service development
- Work with the Marketing Team to share key messages, support campaigns, and identify new markets
- Provide sales knowledge and product insight to internal teams to support excellent customer service
- Protect and enhance the company's reputation by ensuring a consistent, high-quality customer experience
- Deliver day-to-day sales activity with accuracy and enthusiasm
- Work alongside industry bodies, tourism groups, strategic partners, or other organisations relevant to the sector
- Manage allocated budget responsibly to achieve strong return on investment
- Contribute positively to planning discussions and help shape future goals

Details:

- Permanent role
- Part-time, 21hours
- Flexible working requests available from day 1 (e.g. condensed hours)
- Hybrid working with work-from-home options
- All IT equipment provided
- Monday–Friday working week
- 3-month probationary period
- **We are a Living Wage and Living Hours employer**

Interview Process:

We want you to feel comfy, confident and at your best when we meet. Get in touch to help us understand how we can meet your needs and give you a warm welcome.

Stage 1: Successful applicants will be called for an initial 'meet the team' chat by phone

Stage2: Interview with 3 members of our team, in person at Blair Street. Full bios and questions will be shared in advance to ensure you shine at your best

To Apply:

Please complete your application by **the deadline**:

- Application form - available via website
- 30sec video – tell us about yourself and why you want to join our Mercat Team (youtube link preferred)

Please note without the **application form and video** your application will not be considered.

Have questions? Drop us an email and very happy to chat through the opportunity.