



Company Details Confidential



#JOB-2476785



26 Bachelors Walk, Dublin 1, D01 A9P2



No of positions : 1



Paid Position



39 hours per week



36605.00 Euro Annually



27/10/2026



24/11/2026

How to apply

Application Method :

Not available



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International Sales Executive for Argentina & Latin America

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

We are looking for a commercially minded professional to help grow our Dublin business by developing relationships with travel trade partners across Latin America, with a particular focus on Argentina.

As International Sales Executive, you will help grow ticket sales and revenue by developing relationships with travel agencies, tour operators, online travel agencies (OTAs), wholesalers and other tourism partners. You will identify new business opportunities, support existing accounts and work with colleagues in Dublin and relevant international teams to develop sales across Argentina and other priority Latin American markets.

Key responsibilities

- Identify, contact and onboard new travel trade partners, including travel agencies, tour operators, OTAs and wholesalers.

- Build and maintain commercial relationships with existing partners to increase sales of Big Bus Tours products in Dublin.

- Research tourism trends, competitor activity and distribution opportunities in Argentina and other Latin American markets.

- Develop and deliver B2B sales plans that support the company's commercial objectives.

- Agree sales objectives with partners and monitor bookings, sales performance and revenue.

- Work with the Dublin sales team and relevant international colleagues to support partner needs and commercial initiatives.

- Help prepare sales materials, promotions and partner communications with the relevant teams.

- Track business development projects, timelines, budgets and outcomes, and raise risks or delays when needed.

- Prepare reports on partner performance, market opportunities and sales progress, and recommend next steps.

- Follow company procedures and applicable requirements when onboarding partners and

managing distribution activity.

Identify opportunities to improve partner engagement, market coverage and sales conversion.

Essential requirements

A bachelor's degree in Tourism, Tourism Management, International Business, Business Administration, Marketing, International Trade or a related field.

At least three years of relevant professional experience in international B2B sales, business development, tourism distribution or trade partnerships.

Professional fluency in Spanish and advanced proficiency in English.

Knowledge of Argentina and/or other Latin American travel trade markets.

Experience building and managing commercial relationships with external business partners.

Strong commercial, analytical, negotiation and communication skills.

Experience monitoring sales targets, partner performance and project timelines.

Ability to work collaboratively with colleagues and stakeholders in different locations.

Desirable experience

Experience in tourism, sightseeing, travel technology, destination services or a related sector.

Experience developing distribution networks across international markets.

Experience using CRM systems

- **Sector:** administrative and support service activities

Career Level

- Professional

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 3
- **Minimum Qualification:** Level 7 (incl Diploma & Ordinary Bachelor Degree)

(Desirable)

- **Ability Skills:** Administration, Analytical, Sales/Marketing
- **Competency Skills:** Decision Making, Leadership, Negotiation, Networking