



PR/118765 | Travel Consultant for Japan

Job Information

Recruiter

JAC Recruitment UK

Job ID

1614149

Industry

Education

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:23

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

British Travel Agency is seeking for:

Travel Consultant for Japan

Full time

Salary: up to 27K GBP

Responsibilities:

- Consult with clients by telephone, on video call, via email and in person at our offices or travel industry events to identify their individual holiday requirements.
- Create high-quality tailor-made itineraries for direct and trade clients based on their requirements.
- Work to achieve individual and team sales targets; converting both tailor-made and small group tour enquiries to sale; maximizing value from each enquiry.

- Co-ordinate all aspects of the client booking, including reservations, to ensure successful delivery of trip.
- Conduct quality check of travel documents to ensure high quality, accurate information is received by our clients.
- Take a proactive approach to learning and development to ensure your sales skills, customer service and product knowledge are always improving.
- Undertake familiarisation visits and inspections in our destination countries where required, to boost your own knowledge and share insights gained with your peers and product team.
- Other reasonable tasks as requested by Sales Team Leader/Branch Sales Manager.

Outputs & Deliverables

- Creation and delivery of inspiring, high quality proposals and confirmation documents.

Outcomes & KPIs

- Consistent achievement of individual monthly sales targets (booking number and profit).
- Consistently high conversion rate of active leads to bookings, while taking on the expected volume of enquires.
- Consistently high client satisfaction from both bookers and non-bookers, measured through client feedback.
- A minimal level of complaints and errors.

What you will need

- Previous customer service and/or sales experience.
- Experience of living and/or working in Japan, coupled with a passion for the country as a travel destination.
- Self-motivated with the determination to achieve individual and team sales targets.
- A highly organised and productive approach; you must be able to get a lot done under pressure to a high degree of accuracy.
- Excellent communication skills enabling you to interact confidently with clients over the phone, by video call, by email and in person, along with facilitating good relationships with your colleagues internally.
- A creative approach to problem solving, continually seeking to find the best outcomes to meet and exceed individual client requirements.
- The determination to continually improve your own skills and knowledge, taking a proactive approach to your own personal development.

What we are looking for from you

A high level of resilience, tenacity and critical thinking are essential for success in this role. Alongside this you will also be expected to demonstrate independence and self-motivation to continually reflect on your own performance and proactively seek to improve your personal and professional development

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.co.uk/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.uk/terms-of-use>

Company Description