

Pinpoint your next career move

TRAVEL IS BACK! Worldwide, travel restrictions continue to ease. Organizations of all types, from corporations to non-profits, are eager to connect their teams in person. **They need our help!**

Located is a global hotel site selection company, supporting countless clients place programs worldwide.

With more and more organizations seeking our expertise, **we've doubled in size and are eager to find talented agents to help meet this professional demand.**

Whether you're looking to pivot within the events industry or start something new, we might be the right fit for you.



What makes you the right fit?



You're entrepreneurial and appreciate the benefits of owning and growing your own professional book of business.

- Wanting financial reward for the effort you put in.
- Valuing independence and autonomy to best serve your clients.
- Serving in a professional advisory role with long-term potential.

You measure your success by that of your clients and the effort made to help them achieve this.

- Listening carefully to understand your client's program, budgetary and location requirements.
- Pursuing the best options to optimally suit your client's needs.
- Acting with a sense of urgency and eye on the end goal.
- Committing to exceptional account service — being proactive, responsive and results oriented.

You're compelled by personal integrity and professional ethics to do the right thing.

- Acting in the best interest of your clients, always.
- Respecting client information and safeguarding anything deemed confidential.
- Raising potential safety concerns relevant to a client's chosen venue.

What will help you succeed?



You have a passion for travel and value the perks of a career that enables this.

You possess the professional skillsets, drive and decorum expected for the position:

Manager, Global Sourcing

You don't let ego or title get in the way of meeting clients' needs. **You're eager to build personal credibility and expertise — and make money that rewards this effort.**

You embrace being part of a team — open to receiving support that benefits you, and in kind, contributing in ways that enable all Located team members to succeed.

You value working with a fresh-thinking company that challenges convention and invests in innovative approaches — many of which add greater ease and efficiency to the site selection process.



What's in it for you?

Excellent Earning Potential

The sky's the limit for those motivated by fully commission-based sales success.

We offer an industry-best commission plan with uncapped earning potential. Our agents receive a commission share of:

- 60% for final hotel guestroom bookings.
- 70% for finalized DMC referrals and other partner referrals.

Professional Resources & Development

New agent on-boarding that sets you up for success.

Mentoring and sharing of best-practices to help you excel in many areas, such as:

- Business development
- Contract negotiations
- Account management

Terrific Travel Perks

Leverage your professional role to uncover all sorts of amazing travel opportunities, such as:

- Comped stays when scouting for hotels and resorts.
- Discounted hotel rates and travel fares for yourself.
- Promotional offers & incentives specifically available to tourism professionals.

Ongoing opportunities to expand your professional/travel network.

- Trade events, symposiums, etc.
- Partner-sponsored events

Professional support with marketing and promotional sales materials.

Fabulous Flexibility

Work 100% remote from anywhere!

Set your own schedule.

- Work full- or part-time
- Pursue this as a side gig

Specialize, or focus on a specific segment:

- Types of organizations
- Business verticals or organizational causes
- Types of programs

Cloud technology that's custom-tailored for site selection.

- Ease through the process efficiently using templates for varying program types.
- Stay up-to-date on program details and docs, at any time and from anywhere.
- Engage in multi-party collaboration via browser, desktop, and mobile apps.

Minimum Qualifications & Requirements

College-level degree or equivalent work experience.

Professional experience within (or similar to) our industry, such as:

- Hotel/Hospitality Sales & Management
- Travel Sales, Planning & Logistics
- Events and/or Tradeshow Planning
- Meeting Management
- Real Estate Buyer-Agent Sales
- B2B Sourcing/Brokering

Ability to work 100% remotely.

- Having a functional workspace with full communications access (internet, phone, etc.).
- Appropriately accessible to clients, whenever needed.

Proficiency using:

- Microsoft Office apps (Excel, PowerPoint, Word, etc.)
- Email and messaging apps (Outlook, iMessage, etc.)
- Calendar and meeting apps (Teams, Zoom, etc.)
- Online collaboration apps (Slack, Wrike, etc.)

Interested? What to do next



Go online and follow the instructions for submitting your resumé at:
locatedworldwide.com/careers

We'll review your information and let you know of our interest to meet with you.

Scan to learn more
or visit our website:
locatedworldwide.com

