

FIT Sales and Operations Executive with French



Location: Copenhagen, Denmark
Department: FIT
Reporting to: Department Manager
Contract Type: Permanent

Do you want to create memories that last a lifetime?

Tour Partner Group is a leading B2B Destination Management Company (DMC) specialising in travel experiences across the UK, Ireland, the Nordics, and the Baltics. With offices in London, Edinburgh, Dublin, and Copenhagen, we bring together over 300 destination specialists, designing unforgettable travel experiences for Groups and FIT, as well as curated MICE programmes under our dedicated brand, **Horizons by Tour Partner Group**.

At **Tour Partner Group**, we believe in responsible travel, continuously challenging ourselves to elevate our standards and ensure that every journey we create leaves a positive impact on both people and the planet.

About the position:

We are looking for a passionate and dynamic **FIT Sales & Operations Executive with French** to join our team in **Copenhagen**. In this role, you will be responsible for **managing operational functions and supporting sales efforts**. **This role provides an opportunity to manage FIT tours end-to-end, ensuring a high level of quality and financial success for each itinerary.** You will work as part of a **collaborative, international team**, creating memories that last a lifetime for our clients and their customers.

Your responsibilities:

As a FIT Sales & Operations Executive with French at Tour Partner Group, your key responsibilities will include:

- Prepare costing and quotations for FITs within an agreed time frame and in the required presentation style, aiming to maximize margins on all quotations.
- Ensure a high materialization rate by effectively converting quotations into confirmed bookings.
- Coordinate and book accommodations, transport, and activities for FITs, ensuring all logistics are efficiently managed.
- Negotiate with suppliers to secure the best products at the best possible prices, ensuring high-quality options for clients.
- Ensure that the conditions of payment are respected and manage the financial aspects of FIT tours to maintain profitability.
- Assist with other tasks in the FIT department and other departments during off-peak seasons and participate in FAM trips for staff and agents.
- Handle emergency phone duties.



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Your profile: Skills & Experience

We are looking for an individual with the following skills and qualifications:

- For the position, we expect that you speak Fluent French or English both written and spoken.
- Good knowledge of the Scandinavian market with relevant experience from a Scandinavian incoming agency or similar.
- Experience in sales, showcasing a track record of successful sales initiatives and client purchase.
- Familiarity with sales support activities, client engagement, and lead follow-ups.
- Effective communication and collaboration abilities for cross-functional coordination.
- Strong organizational skills and attention to detail.
- Relevant education or coursework is a plus.
- Good computer skills and fluency with Microsoft office package
- Service-minded.

What we offer

At Tour Partner Group, we believe in rewarding our team members. By joining us, you will enjoy:

- **A dynamic and international work environment**, collaborating with colleagues from over **20 nationalities**.
- **A holiday increase** with years of service, up to **25 days**.
- **One volunteering day per year** to support a cause you're passionate about.
- **Annual social events** to celebrate our shared successes.
- **TPG Travel Club discounts** to explore our destinations in your free time.
- The opportunity to become a **Value Champion**, earning a **Discover-Our-Destination reward** for an exciting explorer getaway.
- **A structured development programme** with **on-the-job training**, ensuring you reach your full potential.
- **A collaborative and supportive team culture** where every member is valued.
- Opportunities for **career progression**, moving into new roles within the company.



Additional Information

- **High Season Period:** Please note that from **1st May – 31st August**, the workload may be heavier, and overtime may be required. Overtime is compensated as time off in lieu.
- **Work Location:** This position is based in **Copenhagen, Denmark**, with the possibility of hybrid working depending on the role.

Our Values

At Tour Partner Group, our values guide everything we do:

- **Partnership** – We collaborate as a team to succeed and hold our colleagues and business partners in high esteem.
- **Inspiration** – We inspire confidence in others through our knowledge and expertise. We seek and embrace change.
- **Respect** – We are open to new ideas, cultures, and experiences. We value honesty and transparency.
- **Passion** – We share our love for travel and encourage others to explore our destinations. We aspire to be the difference that makes the difference.

Our Commitment to Sustainability & ESG

- We recognise the part we play as a tourism business. We believe in the **positive force and impact** of responsible business on our collective future—one that is sustainable and contributes **not only to ourselves and our clients but also to the planet and society as a whole**.
- Internally, we have taken active steps to **reduce our environmental footprint** by limiting printing, switching to **digital business cards**, and ensuring that **business travel is only undertaken when essential**. Additionally, we encourage our employees to **give back to the community** through our **1 volunteering day per year** initiative.
- Find out more about our sustainability efforts: [Tour Partner Group ESG Policy](#)



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How to Apply

If you're excited to be part of a team that delivers exceptional travel experiences, we'd love to hear from you!

- Please send your **CV and cover letter** to global.recruitment@tourpartnergroup.com with the subject line: **Application for FIT Sales & Operations Executive with French – Your Name.**
- If you have any questions about the role, please contact **Bianca Chiru** at bianca.chiru@tourpartnergroup.com.

We look forward to welcoming you to the Tour Partner Group team!

www.tourpartnergroup.com

