Disney Cruise Lines Sales Assistant Internship - Fall 2016

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https://jobs.disneycareers.com/job/-/-/391/1393433

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Job Overview:
At Disney, we're storytellers. We make the impossible, possible. We do this through utilizing and developing cutting-edge technology and pushing the envelope to bring stories to life through our movies, products, interactive games, parks and resorts, and media networks. Now is your chance to join our talented team as a Professional Intern in any of our segments that delivers unparalleled creative content to audiences around the world.

Department Overview:
Since its initial debut in 1998, Disney Cruise Line based near Orlando, FL has been the leader in family cruising establishing itself as a vacation destination for kids, adults and families. With the addition of the Disney Dream and Disney Fantasy, the fleet has grown to four ships. Disney Cruise Line Marketing is responsible for developing marketing strategy and managing consumer communications including paid media, alliances, public relations and CMR to meet the company business objectives.

Responsibilities

This role is responsible for several steps in the process of selling, promoting and executing support for Disney Cruise Line Sales both on land and at sea. This includes researching pricing and availability for qualified leads, preparing proposals and contracts for corporate and incentive sales prospects, assisting the onboard sales team by researching pricing and availability from shore side, compiling historical sales data for reporting and forecasting purposes. This may also include performing sales presentations and providing onboard assistance at sea.

Basic Qualifications

These are the minimum qualifications you need to be considered for this position:

- Proven marketing/sales experience
- Knowledge of the travel industry
- Demonstrated strong Guest Service skills
- Demonstrated problem solving and decision making skills
- Proven written and verbal communication skills, as well as telephone etiquette skills
- Ability to manage multiple priorities and meet deadlines
- Ability to learn quickly and adapt to a fast paced environment
• Proven ability to handle confidential information
• Demonstrated strong team player
• Strong computer skills

Preferred Qualifications

• Demonstrated proficiency in Microsoft Word, PowerPoint, Outlook, and Excel
• Prior experience in the Hospitality industry
• Attention to detail and professionalism
• Familiar with reservation systems
• Experience with developing professional decks for presentations

Required Education

• Currently enrolled, or graduated within 6 months of the start date of this internship, in a college or university earning a degree in Hospitality Management, Marketing/Sales or a related major

Additional Information

Internship Eligibility:
• Must be enrolled in an accredited college/university taking at least one class in the semester/quarter (spring/fall) prior to participation in the internship program OR must have graduated from a college/university within 6 months of the start date of the internship for which you are applying for OR currently participating in a Disney College Program or Disney Professional Internship
• Must be at least 18 years of age
• Must not have completed one year of continual employment on a Disney internship or program. **Note: Once you have completed one consecutive year of employment on a Disney internship or program, there must be a minimum 6 month gap before the start of a new internship or program**
• Must possess unrestricted work authorization
• Must provide full work availability
• Must provide own transportation to/from work
• Current Active Disney cast members must meet Professional Internship transfer guidelines (for Walt Disney World cast members this is no more than four points and one reprimand in the last six months; for Disneyland cast members this is six months of consecutive service and a performance record clear of any disciplinary issues (warnings, suspensions, etc.) for at least six months)

Program Length:
The approximate dates of this internship are **June 2016 through January 2017**. Interns must be fully available for the duration of the internship.

Housing:
A limited amount of company-sponsored housing is available on a first-come, first-serve basis.

Application Deadline:
The deadline to apply for this internship is **March 1st, 2016**.
Recommendation – Print This Role Description:
Strong candidates may be invited to complete a phone interview. We strongly encourage applicants to print a copy of this role description so they can refer to it in the event they are selected for a phone interview. Note that this role description will not be accessible once the posting is closed on **March 1st, 2016**.