



Unforgettable journeys.

Watermark is hiring a Sales Professional. Great opportunity, experience necessary.

Watermark. Tours, Charters, Cruises, is a premiere Maryland attraction; the largest and most authentic provider of history, culture and fun on land and sea in the upper Chesapeake. We host hundreds of thousands of guests annually, and our goal is to find a way to say “yes” to our clients. Our culture is entrepreneurial and deeply rooted in good customer service. We are poised for an important growth phase. We are headquartered in Annapolis, MD, a beautiful place to live.

We’re hiring someone to lead our sales and marketing team. Please read this entire page and then let us know if you are interested.

The Opportunity

Watermark has been in the tour and charter business in Annapolis since 1972. We have a solid operational base and execute well. We are disappointed if our guests do not respond with all “Excellents” on their post-event surveys. We are ready to expand, even in this economy.

We are looking for a trained out-bound sales professional and manager; someone who can motivate, manage, and support our small (but growing) sales staff; someone ready to make calls on the first day; someone who can succeed in both business-to-business and consumer markets; someone who understands accountability and metrics, and is ahead of the curve on marketing vehicles, particularly on-line.

Hours are flexible in our seasonal business, but our expectations for output are very high.

Pay includes significant base salary and aggressive commission schedule.

How to apply

1. Put together a CV, listing the products you have sold, and who you were working for when you sold them, and how you reached your markets. A brief overview of your career would be terrific.
2. Learn all about us on www.watermarkjourney.com.
3. Become a friend on Facebook of Watermark. Give us one or two ideas of how we can use Facebook to further our business.
4. E-mail it all to Debbie@watermarkjourney.com. We will keep your application confidential.

Dated: Fall 2020