



Inside Sales Representative

Bucket List Events

Who We Are:

Bucket List Events specializes in once-in-a-lifetime travel and tour experiences built around iconic events like the Masters, Kentucky Derby, Summer and Winter Olympics, Running of the Bulls, Oktoberfest, and the Macy's Thanksgiving Day Parade. Our clients are families, friends, corporate groups, and solo travelers who are united in their appreciation for experiences over “stuff.” We are in the business of bringing together like-minded travelers to make memories that last a lifetime and, of course, check things off their bucket list!

Why This Job Is Hard:

You'll work entirely from home with no office and no direct supervision. You'll travel extensively—5-10 trips annually to events worldwide. You'll discuss travel purchases daily with discerning clients who expect flawless execution: One missed detail can ruin someone's dream trip. Success in this role will be defined by your ability to master the details of complex events and connect with clients who have varied interests, budgets, and expectations.

We Need Someone Who:

- **Has a college degree** and a thirst for new knowledge—you'll master intricate details about dozens of events with complex logistics
- **Thrives working remotely**—complete autonomy, no hand-holding, pure self-discipline
- **Loves extensive travel, sometimes internationally**—time away from home, working our events while our guests celebrate
- **Communicates and connects effortlessly with sophisticated, successful adults**—professional polish and personal warmth are paramount
- **Is comfortable discussing money**—multiple \$10,000+ purchasing conversations daily
- **Has obsessive attention to detail**—zero tolerance for errors or things slipping through the cracks
- **Demonstrates follow through**—timely and thorough communication with all current and prospective clients, from sales lead to closed sale

What Disqualifies You: Need office environment or supervision • Can't accommodate extensive travel • Uncomfortable with “big-ticket” sales conversations • Get flustered managing multiple complex projects • Thinks “close enough” is acceptable • Prefer texting to phone calls

The Reality: 50+ customer contacts daily • In-depth consultative conversations over phone and email • Manage every booking detail from initial quote to guest arrival • Work events on-site supporting clients • Meet aggressive monthly sales targets—all while managing yourself

Compensation: \$50,000 base salary + bonus opportunity = \$100,000+ total potential • Comprehensive benefits package including insurance and retirement plan with employer match • All travel expenses covered

To Apply: Send resume, cover letter, and short responses to the following questions to jobs@bucketlistevents.com

1. Describe your experience working remotely without supervision. How do you stay organized?
2. What are you passionate about? A team, a destination, or a cause that excites you?
3. Describe the largest purchase you have ever made. How did you feel about it?
4. Describe your travel experience. Do 5-10 trips per year (including multi-week trips) fit in your life?