

Timeshares - A Fantastic Career

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If you're in the hospitality business and are looking for a career, consider working for a timeshare. While similar to traditional hotels and resorts, there are some differences, mainly in the amount of contact you have with a client.

What are Timeshares Anyway?

Timeshares were invented during the 1960s in Europe by a hotel owner who thought it would be beneficial for frequent vacationers to "own" the hotel they stayed in. Since then, however, the industry has evolved to reflect the changing tastes and the ever-increasing sophistication of owners.

Timeshares mean just that, you are buying rights to use the property during a particular time of the year. The simplest form of ownership to purchase is a one week option. While you usually have a deed, it is only for that week. From that simple explanation there are many offshoots.

Buyers can also purchase points in a program that can be exchanged for the use of a studio, one, two, or three-bedroom unit. Units are more home-like than hotel units, and usually come equipped with full kitchens. Timeshares can range from the very basic timeshare to the ultra luxe variety complete with the use of a Cadillac Escalade, private chef, nanny, and personal concierge.

How Timeshare Jobs Differ

Because you can work anywhere in the world, many people think the jobs are exactly the same as traditional hotel jobs. Not true. Let's say you work for Diamond Resorts International, like any large company you could work for one of their stateside locations or choose to work in an international destination. Whichever you choose, you'll most likely be seeing guests during the same period every year. Instead of guests passing in and out of your awareness, you'll get to know them.

You'll mark milestones with families as you watch their children grow each year. You'll celebrate with that couple just starting out in life then be able to plan a special surprise when you realize the next visit will be their tenth anniversary.

What Jobs are Available

All the traditional jobs of chef, concierge, housekeeper and administrative positions are available. You can also work in sales as a representative selling a timeshare to interested clients during a presentation or over the phone. You can even work directly with those who already own a suite by becoming an agent, where you will rent timeshare to people on behalf of the resort and the owners.

The timeshare industry presents a secure career option for many. In economic down times people tend to stay close to home, driving to timeshare in nearby states, so sales are brisk. In times of economic prosperity people want to upgrade their vacations so either they purchase more points or more luxurious timeshare, so sales are brisk.

Because ownership presents so many opportunities for vacationers, the industry is enjoying a boon that will probably continue for the foreseeable future.

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