

Job Vacancy

We are a United Arab Emirates – Dubai based B2B Travel and Tourism specialists looking to recruit a smart and dynamic candidate for the position of a **Sales Manager** based in Durban – South Africa

Role:

The candidate will be responsible to action all sales related activities and ensure to maximise on business opportunities with the said scope of work. The role involves, generating business within the Travel and Tourism, Leisure and MICE segment of the business within South Africa and East Africa and will include key responsibilities such as:

- Assist and create a sales strategy as per the market trends and company targets
- Implement and execute the sales strategies and action plans to reach and exceed the set targets
- Customer visits for new business opportunities i.e. direct face to face meetings
- Identify new business opportunities
- Close sales with the right terms and agreement
- Pick on Market trends and happenings
- Represent the company in tradeshow, exhibitions and any sales related
- Clear and Concise reports

Competencies:

The ideal candidate will be a travel, tourism and hospitality experienced professional - vibrant and pleasant individual who will work independently and will do all to push the brand name into the local market, as well as to maintain accurate records on all key account handling, while also possessing the following additional competencies:

- Clear understanding of the Leisure, MICE & the Travel, Tourism business
- Good and clear communication
- Customer focused
- Result oriented
- Business planning
- Sales driven
- Willing to learn attitude

Educational and Experience requirements:

- Bachelor's degree preferred
- Travel and Tourism work experience for a minimum of 2 years
- Travel and Tourism sales background
- Excellent computer skills ie. MS Office and presentation skills
- Good Command over the English and local language

If you think you have the skill set, qualifications and required work experience then please send us your CV to info@unitedworld.ae