



TITLE : International Sales Manager
LOCATION : andBeyond, Johannesburg or Cape Town
CONTACT PERSON : Amelia Louw: Amelia.Louw@andbeyond.com

&Beyond is built, almost entirely, on the strength of remarkable people who give passionately to their roles, work tirelessly, and have the guest experience at the core of their focus daily and care of the sustainability of our communities and environment. Every single ‘&Beyonder’ makes a huge difference to our success and our contribution to the world, regardless of their role or function. For this reason we choose ‘&Beyonders’ very carefully - they are the strength and the future of this company.

The Sales Manager will require a detailed understanding and full utilization of the travel sales network in our International markets, also at multiple levels in line with a multi-channel business.

KEY OUTPUTS:

Revenue Generation and Strategic Responsibilities

- Sales Management and Development
 - Aggressively pursue sales targets for both bed and DMC sales
- Sales/Brand Representation and Negotiation
 - Represent &Beyond and the brand at major sales/trade show events
- Ensure that you have a detailed understanding of the marketing drivers that drive revenue
- Creating and conducting proposal presentations and &Beyond responses. Assisting the market Sales Teams in preparation of proposals and presentations
- Conduct appropriate follow up until deals are closed
- Finance
 - Control expenses to meet budget guidelines
 - Achieve targets for revenue, profitability and sales growth
- General
 - Adhere to all &Beyond policies, procedures and business ethics codes
 - Maintain and develop &Beyond corporate image and reputation, and protect and develop the company's brands
- Health and Safety
 - Compliance with workplace policies and procedures for risk identification, risk assessment and risk control
 - Active participation in activities associated with the management of workplace health and safety
 - Identification and reporting of health and safety risks, accidents, incidents, injuries and property damage at the workplace
 - Correct utilisation of appropriate personal protective equipment

Market Sales Team - Responsibilities

- Prepare, Initiate and coordinate development of action plans to penetrate identified markets
- Search for sales leads and prospects
- Assist in the development and implementation of marketing plans as needed



- Conduct reviews with all market Sales Team members to build more effective communications, to understand training and development needs, and to provide insight for the improvement of sales and activity performance
- Provide timely feedback to market Sales Team regarding performance
- Ensure that you meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals, closes and reporting
- Maintain contact with Key market &Beyond clients in the market area and internally to ensure high levels of client satisfaction
- Demonstrate ability to interact, cooperate and mentor all &Beyond employees

EXPERIENCE REQUIRED:

- Sales and luxury tourism product and DMC experience preferred
- Exposure to world class sales management/ transformation and digital/e-commerce practices a distinct advantage
- Proven track record of hitting and exceeding stretch sales targets
- Extensive experience in all aspects of Supplier Relationship Management
- Strong understanding of customer and market dynamics and requirements
- Willingness to travel and work in a global team of professionals

QUALIFICATIONS:

- At least 4 years proven Sales Management track record / Applicable Degree/ Diploma

We reserve the right to not make an appointment.