



Are you ready to join a 4-star rated Team? We are looking for you!

If you are an independent and hardworking professional who is aggressive and has a passion to win and good at negotiating, this position will offer you a rewarding opportunity for growth. As a Sales Account manager, you are primarily responsible for maximizing revenues through effective negotiations with accounts and effectively selling and promoting services and facilities offered by The White Rhino Hotel with an aim of meeting and surpassing set targets.

Job Responsibilities:

1. Prospecting and making presentations of our various products to organizations in the designated zone so as to secure their accommodation and catering requirements.
2. Carrying out weekly visits to key corporate organizations, tour operators/travel agents and NGOs to make presentations on The White Rhino Hotel products so as to sell and promote our services and facilities in order to meet the set revenue targets.
3. On a monthly basis maintain and update information on changes in the business environment mainly focusing on consumer preferences, buying patterns, budgets and give suggestions on remedial action to be taken.
4. Keeping abreast with market trends and reporting any key changes to the Sales & Marketing Manager and the Marketing Executive and suggesting new strategies.
5. Keeping good relations between all potential clients and The White Rhino Hotel through regularly keeping them informed on our activities and providing feedback on perception of our services to the Sales & Marketing Manager.
6. Production of weekly sales report on clients visited, new business acquired and loss of business. From this, a monthly summary sales report will be produced, indicating revenues achieved.
7. Assisting the Sales & Marketing Manager in the production of the annual departmental business plan

Required Qualifications/Abilities/Experience.:

1. Minimum 2 years experience in a similar position.
2. Minimum diploma in related field
3. Aggressive with good negotiating skills
4. Computer literate
5. Ability to work cohesively as part of a team
6. Excellent communication and organizational skills
7. Strong interpersonal and problem solving abilities
8. Bachelor's degree in related field is an added advantage

If you believe your experience, competencies and qualifications match the job and role specifications described; send your application(stating current & expected pay) and detailed CV(with details of at least 3 referees one of which must be immediate former employer) addressed to the Human Resource Manager to reach us on or before 15th March,2020 by email to: jobs@whiterhinohotel.com