

# TIME TIDE

POSITION TYPE  
Full Time Africa Sales  
Manager

LOCATION  
Cape Town

REPORTING TO  
Head of Sales



*Time + Tide is growing*

## POSITION AVAILABLE

### INTERNATIONAL SALES MANAGER FOCUS ON AFRICA

The Africa Sales Manager is responsible for maintaining relationships with key agents, growing and building new relationships in the African market.

### ROLES + RESPONSIBILITIES

#### LEAD GENERATION

- Strategic management and monitoring of key agent accounts in specified source market
- Driving new business from existing and new agents in the key source markets
- Deliver against and monitor source market country bednights and revenue against targets and overall sales objectives
- Work with the Travel Designers to ensure a smooth transition of lead generation/enquiry to booking confirmation

#### ACCOUNT MANAGEMENT

- Develop and manage relationships with senior owners and key sales consultants within our agent partners in specific country markets
- Engage with agents monthly to stay front of mind.
- Manage Fam trip requests and management of ROI in specific source market
- Ensure Time + Tide becomes a preferred partner with agents in source markets through the website, newsletters, and social media exposure
- Offer guidance and support to the Travel Designers in relation to any special offers, commission increases, or complaints on a booking-by-booking basis
- Represent Time + Tide at Trade Shows in a professional manner

## ACCOUNT MANAGEMENT (Continued)

- Presenting of Time + Tide portfolio in the form of webinars or Face to Face Visits
- Visiting and hosting Key agents in the country in an attempt to continuously build relationships

## MARKETING SUPPORT

- Drive any new marketing opportunities through our agent partners through either PR or hosting agents at our properties
- Proactively seek out new marketing opportunities with agents and show initiative/creativity in engaging with agent partners in key country markets
- Help drive sales-focused initiatives alongside marketing

## REQUIREMENTS FOR THE ROLE

- Excellent communication skills, written and verbal
- Strong Presenting Skills
- Proven track record of delivering against sales targets
- Proven track record of lead generation and increasing new business
- Impeccable attention to detail and demonstrated excellence in proactive customer service
- Motivated and determined to meet and exceed annual sales goals
- Excellent planning and organizational skills
- Strong initiative and creativity
- Team player who shares ideas and learning with others
- Professional with a sense of fun
- Excellent ability to build and manage relationships with a wide variety of people and cultures
- Proficient with Microsoft Suite (Outlook, Excel, Word)
- Genuine passion for luxury travel
- Knowledge of Res Request an advantage



# HOW TO SEND YOUR APPLICATION TO US

Submit your CV and Covering Letter to the position on our website

<https://www.timeandtideafrica.com/careers/>

## WHAT IS IMPORTANT TO US

OUR TIME + TIDE VALUES

### FEELS LIKE FAMILY

Inside and out, we nurture the friendships and relationships that are at the heart of the business

### GENEROUS + GENUINE

We build trust, we are true to our word, and we give as much as we can.

### TOUCH THE EARTH

We keep close to the ground, use natural materials and resources wisely, and celebrate the places we call home.

### SUPRISE + DELIGHT

We go out of our way to make sure guest' memories last a lifetime.

### CONSERVATION, SUSTAINABILITY + COMMUNITY

We are guides and guardians to sublime landscapes, extraordinary wildlife and rich cultures. Through our Time + tide Foundation we work closely to partners and invest in local communities.

