

JOB DESCRIPTION

Job Title: International Sales Manager

Reports To: Head of Sales

Location: Cape Town

Start Date: Immediate

Contract Type: Permanent

Time + Tide | Who We Are

We are guides and guardians of some of the most remote places on Earth, with a family of luxury properties in Zambia and Madagascar. Across land and sea, we have a legacy in responsible tourism and offer modern-day explorers the luxury of space and the chance to feel fully alive. Our team take extraordinary care in sharing our deep appreciation for the land, wildlife and culture.

International Sales Manager | About the Role

The International Sales Manager is responsible for maintaining relationships with key Agents and building new relationships in specific source markets.

Key Responsibilities and Duties

1. Lead Generation

- Strategic management and monitoring of key Agent accounts
- Driving new business from existing and new Agents within multiple source markets
- Deliver against and monitor source market country bed nights and revenue against targets and overall sales objectives
- Work with the Travel Designers to ensure smooth transition of lead generation/enquiry to booking confirmation

2. Account Management

- Develop and manage relationships with senior owners and key sales consultants within our Agent partners across different markets
- Engage with Agents monthly to stay front of mind.
- Manage Fam trip requests and management of ROI within multiple source markets
- Ensure Time + Tide becomes a preferred partner with Agents in multiple source markets through website, newsletters and social media exposure
- Offer guidance and support to the Travel Designers in relation to any special offers, commission increases, complaints on a booking by booking basis
- Represent Time + Tide at Trade Shows in a professional manner
- Presenting of Time + Tide Portfolio in the form of webinars or Face to Face Visits
- Visting and hosting Key Agents in multiple countries to continuously build relationships

3. 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 within multiple source markets
- Help drive sales focused initiatives alongside marketing

Experience, Qualifications and Competencies:

- 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

Please submit your application to our Head of People and Culture at jess@timeandtideafrica.com by **31 August 2025**.