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## JOB DESCRIPTION

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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
- Visiting 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](mailto:jess@timeandtideafrica.com) by **31 August 2025**.