

Re advertised: Hotel Sales Manager

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Company: sokoni africa limited

Location: Kampala

Category: other-general

Sokoni Africa Limited is seeking a dynamic and talented Hotel Sales Account Manager to join our team. As a Hotel Sales Account Manager, you will be responsible for driving sales and establishing relationships with new and existing hotel clients. You will play a pivotal role in promoting and selling our range of services and ensuring customer satisfaction.

Responsibilities

Build and maintain strong relationships with hotel clients, ensuring their needs are met and exceeded

Identify new business opportunities and develop strategies to maximize sales and revenue

Conduct market research to understand industry trends and competitor activities

Prepare and deliver sales presentations to prospective clients

Negotiate and close sales deals, ensuring profitable agreements

Collaborate with the marketing team to develop innovative sales and promotional campaigns

Monitor and analyze sales performance, identifying areas for improvement

Requirements

Bachelor's degree in Business Administration, Sales, or a related field

Proven track record of success in hotel sales or a similar role

Excellent communication and negotiation skills

Strong customer service orientation

Ability to work independently and as part of a team

Proficient in Microsoft Office Suite and CRM software

Willingness to travel regularly

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