



## Job Advert

### Sales Consultant Permanent

As a Sales Consultant, you will play a vital role in driving revenue growth and expanding our customer base. You will work closely with our senior sales team to identify new business opportunities, develop relationships with potential clients, and provide exceptional customer service. The role will be required to attend trade shows, host in-office trainings and sales calls, engage in contracting and distribute rates contracts. Maintenance of the database will be essential and maintaining and growing new relationships with identified trade and industry players.

Dimension	Job Requirements
<b>Thinking Ability</b>	<ul style="list-style-type: none"> <li>▪ Ability to actively plan daily tasks</li> <li>▪ Take initiative where needed and ability to follow detailed instructions</li> <li>▪ Ability to think strategically and tactically in order to position the property and its sales and revenue generation plans optimally</li> <li>▪ Ability to recognise market and revenue concerns</li> <li>▪ Ability to “think on their feet” and to negotiate shrewdly</li> </ul>
<b>Academic Qualifications and Background</b>	<ul style="list-style-type: none"> <li>▪ Extensive Background in Sales</li> </ul>
<b>Work Experience</b>	<ul style="list-style-type: none"> <li>▪ Three years of previous experience in Sales operations</li> </ul>
<b>Job technical Skills</b>	<ul style="list-style-type: none"> <li>▪ Proficient in developing sales and marketing action plans with local and international travel trade partners</li> <li>▪ Proficient in the use of Rate-Building software and methods</li> <li>▪ Proficient in the application of Financial good practice</li> <li>▪ Proficient in negotiating cost of Distribution</li> <li>▪ Proficient user of Microsoft Office software applications</li> <li>▪ Knowledge of online marketing strategies, including social media, content marketing, search, and measurement analytics</li> </ul>
<b>Personal Qualities</b>	<ul style="list-style-type: none"> <li>▪ High degree of trustworthiness</li> <li>▪ Excellent communication skills, organisational and time management skills</li> <li>▪ Displays a sense of urgency and dedication to meeting the guest’s needs</li> <li>▪ Ability to work independently without receiving detailed instructions</li> <li>▪ Good grooming and dress</li> <li>▪ Ability to establish relationships with people from different backgrounds</li> <li>▪ High degree of confidentiality and protection of sensitive information</li> <li>▪ Committed to creating environments and systems that enable the delivery of exceptional and personalised services</li> </ul>

**CONSENT TO PROCESS YOUR INFORMATION:**

By sending us your application, Curriculum Vitae, academic records, qualifications, or any other personal information as defined by POPIA:

1. You have disclosed up to date and accurate records; and
2. You agree to us keeping your records in our data base as per our Retention Policy.

**Declaration:**

By agreeing to the terms herein, you give Sanbona the authority to process your personal information. This consent will remain valid until such time as we have received instructions from you to request, subject to any applicable law and where appropriate, the correction, updating or deletion of your personal information held by us. You further acknowledge and declare that all personal information supplied to Sanbona is accurate, up to date, not misleading and complete in all respects

	<ul style="list-style-type: none"> <li>▪ Displays a sense of urgency and dedication to meeting the needs and wishes of others</li> <li>▪ Comfortable and accurate working with high levels of detailed information</li> <li>▪ Models a life of personal service and support to the Service Teams</li> <li>▪ Works to create a work environment that encourages high levels of engagement with the company</li> <li>▪ Persistent in establishing and maintaining effective systems and process activities</li> <li>▪ Effective in creating and fostering an environment of collaboration and commitment</li> </ul>
<b>Business Values</b>	<ul style="list-style-type: none"> <li>▪ Embraces, supports and models organisational values and culture</li> </ul>

*Sanbona shall apply the employment equity principles as set out in the Employment Equity policy and Plan.*

*Interested applicants should submit a comprehensive Resume/ CV with all supporting documents to [careers@sanbona.com](mailto:careers@sanbona.com) by no later than **15 September 2023**.*

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