

# United Arab Emirates Jobs Expertini®

## Sales Manager

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Company: European Association of Zoos and Aquaria

Location: , , United Arab Emirates

Category: sales-and-related

As a Sales manager, you will be responsible for proactively soliciting and handling any sales opportunities, acquiring new customers, and maintaining existing customers within the assigned regions. The position is responsible for exploring new ways to generate and maximize revenues for the destination (whether package sales or theme park ticket sales). The individual should have the dedication to create and apply effective leisure sales strategies to exceed assigned sales KPI's. The role includes representing Miral Destinations in all liaisons with the assigned rest of world markets. The goal is to drive sustainable financial growth through boosting sales and forging strong. Formulate and implement sales strategy for the Americas, SE Asia & Australia to ensure revenue growth. Develop excellent customer relationships through meetings, staff engagement and proactive account management. Develop detailed understanding of international markets assigned to you and prioritise your market plans according to the size of opportunity in collaboration with the Head of Sales. Identify new business partners for the company. Conduct product training & educational webinars. Host DMC engagement events to keep Yas Island front of mind and ensure we have the best possible relationships with our customers. Drive lead conversion and initiate new revenue streams. Engage in domestic and international sales missions and tradeshows to raise awareness and consideration. Work in liaison with Yas Concierge team in confirming opportunities. Communicate all sales campaigns to relevant customers and obtain proof of commitment. Effectively use the CRM system for daily reporting, tracking leads and other functions as requested. Develop and manage portfolio of active and prospect accounts in coordination with international teams. Resolves

promotional allowance, rebate, and pricing discrepancies by researching promotion details and regular and special prices, forwarding resolution to the Head of Sales. Provides product, promotion, and pricing information by clarifying customer requests, selecting appropriate information, forwarding information, and answering questions. Maintains customer database by inputting customer profile and updates in CRM. Performs sales activities on major accounts and negotiates sales price and discounts in consultation with the Head of Sales. Work closely with local and overseas partners to promote & drive volume via Yas Express transportation services. Work in liaison with events department in confirming MICE opportunities. Build and execute domestic and international joint marketing campaigns with B2B Marketing's support. To be considered for this role, you will need to have: 5-6 years of work experience in leisure segment handling markets relevant to this job description. Fluency in English language. Experience in account management and negotiation. Minimum 5 Years presence in UAE market selling locally and internationally. Understanding sales cycle for DMC, OTA, TO and Wholesaler clients. Experienced in DMC road shows and confident to conduct presentations. The ability and desire to sell. Excellent interpersonal and communication skills. Working knowledge of MS Office. UAE driving license & own car essential. Experience in Tourism from South America, and DMC

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