

Sales Manager

We are looking for a seasoned sales professional with experience in the hospitality industry who is adventurous, desires to learn and grow, and sees his or her work as more than just a job, but also as an opportunity to contribute to something meaningful.

About Our Company

We are a leading geo-tourism resort brand in Asia that manages resorts in remote locations far from the hustle and bustle of city life. We invite our guests to disconnect from the busyness in their life so that they can connect with what is important. We seek to create holistic impact that touches the spiritual, economic situation, environment, and community of each location we operate, while also building a profitable business.

Job Responsibilities: What will you be trusted with

In this role, you will be responsible to lead the sales efforts of our two resorts to achieve “top line” revenue targets while living out and aligning with our Telunas purpose and culture. Primary focus will be FIT travelers, corporate groups, school groups, weddings and social groups.

Specific responsibilities include:

- Develop, lead and execute sales plan to reach revenue goals
- Work with Reservations Manager to reach revenue goals for both resorts
- Represent Telunas at agreed upon travel industry events
- Build our resort brand globally in tandem with marketing department
- Lead internal and external sales and marketing communication to ensure brand alignment
- Lead continuous improvement of sales and marketing process & systems

Qualifications: What does it take to succeed in this role?

- 5+ years experience in Sales & Marketing
- Excellent written and verbal communication skills
- Hungry to grow and succeed, but a humble learner who loves seeing teammates succeed
- A strong desire to create holistic impact through business
- Ability to thrive in a multicultural setting
- English fluency

Preferred Qualifications:

- +3 years experience in the hospitality industry
- Experience in the Singapore market
- Masters Degree in Sales & Marketing or equivalent

Be Adventurous, Learn and Grow, and Make an Impact