**JOB VACANCIES**

**OVERSEAS SALES MANAGERS**

The Grenada Tourism Authority leads the way as a premiere destination marketing organization promoting authentic experiences in our tri-island state of Grenada, Carriacou and Petite Martinique.

Our Core Values are Positivity, Respect, Openness/Honesty, Commitment, and Excellence.

We are looking for Sales Managers who have a passion for promoting the beauty and culture of Grenada to potential visitors, to join our teams in the USA and Canada. You will be responsible for identifying new markets, developing sales strategies that increase the awareness and demand for Grenada as a tourism destination, and building strong relationships with clients and partners such as travel agents, tour operators, media, and influencers.

As a Sales Manager, you will have the opportunity to travel across the country showcasing the unique features of Pure Grenada. You will also work closely with our Grenada based team to ensure a high level of client satisfaction and loyalty.

To be successful as a Sales Manager with the GTA, you should have a flair for sales and marketing, and have excellent communication and negotiation skills. You should also have an extensive knowledge of Grenada and sound knowledge of the travel industry trends, regulations, and best practices.

**Contract Type:** Fixed Term

**Key Responsibilities:**

* Research and identify new markets and opportunities for increasing travel to Grenada.
* Develop and implement sales plans and targets.
* Contact and visit potential customers and partners to present our travel products and services.
* Negotiate contracts, prices, and terms with clients and partners.
* Provide feedback and suggestions to improve our product.
* Attend trade shows, events, and seminars to network with industry professionals and promote our brand.
* Monitor, analyze performance and write recommendations on opportunities to increase visitor arrivals.
* Prepare and submit sales reports and forecasts.
* Maintain a positive and professional image of the Grenada Tourism Authority

**Requirements:**

* Bachelor’s degree in marketing, business administration, tourism, or related field.
* In depth knowledge and experience of the tri-island state of Grenada.
* Proven experience as a Sales Manager or similar role in the travel industry
* Strong analytical skills.
* Excellent communication, presentation, and negotiation skills
* Strong sales, marketing, and customer service skills.
* Must be honest and hard working.
* Ability to work independently and as part of a team.
* Ability to travel frequently to various destinations.
* Knowledge of the travel industry trends, regulations, and best practices.
* Must be honest and hard working.
* Proficiency in Microsoft Office and CRM software
* Preferably be resident and legally able to work in the USA or Canada.

If you think you have what it takes to join the GTA team, please **apply by clicking on the link below.**

<https://puregrenada.bamboohr.com/careers/34?source=aWQ9MjM%3D>

You should attach a cover letter stating why you are suitable for the job, a resumé and two reference letters.

The closing date for applications is 18th October 2023.

**Only suitable applicants will be contacted.**