



Sales Manager – Indian Market

AAA Hotels & Resorts

We are seeking an enthusiastic and talented marketing professional to join our team. Our goal with this post is to provide our new team member with a fun and challenging process of elevating our marketing efforts and enhancing our presence across all platforms and key markets, while elevating experiences for our guests across our resorts.

- **Skills and Requirements:**
 - Relevant educational qualifications related to tourism marketing, preferably a degree in marketing, communication, or other related fields as well as 2 – 5 years of experience.
 - Experience working in the Maldives tourism industry is an added advantage.
 - Excellent communication skills and stakeholder management.
 - Deep understanding of overall market, relative to business flow to Maldives.
 - Analytical skills: able to identify market trends, economic trends and opportunities.
 - Able to work with different personalities find solutions to arrive at desired end results.
 - Able to handle multiple coordinated tasks and work on the go.
- **Specific Responsibilities:**
 - Coordinate in creating a comprehensive plan for the planned activities along with budgeting, and ensuring that sales activities carried out are not repetitive but coordinated and is part of the plan.
 - Make suggestions based on changes to market, competitors or economic trends to maximize our yield from the market.
 - Monitor overall production numbers from the market as well as performance of individual partners, assist in reviewing and adjusting our offers and agreements based on how these affects our collective goal from the market.
- **Partner relationships :**
 - Continue and strengthen relationships with our existing partners and stakeholders.
 - Find suitable new partnership opportunities that will strengthen our position in the market and to help us achieve our revenue goals for the market.
- **Sales activities:**
 - Organizing and participating in sales calls, regular sales visits to partners and stakeholders.
 - Identify beneficial tradeshow, attend them and carryout follow up activities such as sales calls, FAM trips and other joint sales activities.
 - Distribution of offers in the market to all the required parties and ensuring that they are visible and reaches to potential customers.
 - Coordinate between partners and resorts for potential or existing bookings to ensure smooth customer experience.

Interested candidates may send CV, attested certificates and police report to careers@aaa.com.mv

Only shortlisted candidates will be notified