

Job Description – Senior Sales Manager, Hotel Solutions

Position(s) based in:	Singapore
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Job Responsibilities and Duties:

- Identify emerging markets, potential clients and decision makers.
- Develop business proposals and pitches for clients.
- Engaging prospects and presenting products/solutions to clients in areas such as hospitality, travel, retail and digital.
- Understanding client's concerns and provide possible solutions.
- Establish and maintain good relations with clients.
- Oversee the merchant implementation process.
- Achieve yearly sales target (KPI). Report sales & performance to management regularly.
- Staying up to date with industry news.

Requirements:

- Degree in Business Administration, Hospitality or Property Management.
- Minimum 5 years of experience in sales involving online payments and eCommerce.
- Working knowledge of Online Travel Agencies (OTA), Internet Booking Engines (IBE) or Property Management Systems (PMS) is strongly preferred.
- Experienced in selling to mid-market and enterprise.
- Problem solving and good analytical skills.
- Self-motivated with high level of energy.
- Proven sales hunter background with track record of success.
- Strong communication & presentation skills in English.