

Sale and Marketing at Mara

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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Mara... Empowering Africans' Dreams

Responsibilities

Work with the sales and marketing team to produce advertising through various marketing channels.

Respond to enquiries quickly and energetically using both using email and phone

Work as a team to track all enquiries efficiently and leave all customers feeling supported, engaged and fully prepared.

Monitor and report on sales activities and trends.

Research, contact and work with local and International Travel Agents to secure trips.

Build rapport and maintain client relationships over multiple conversations;

Apply the correct sales process to gain the highest lead-conversion rate and ensure a smooth and supported customer experience.

Assist management to designing flexible tour packages to meet needs of different clients.

Prepare itineraries and quotes/ Organise bespoke departure packs for travelers.

Qualifications

At least 2 (Two) years of experience in a customer-facing sales position, in the travel industry. From this experience, you are able to show a proven track record for exceeding your sales targets and an obvious passion for the role.

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