



INTERNAL ADVERTISEMENT

SALES MANAGER - HERITAGE EXPEDITIONS AFRICA

Introduction

Applications are invited from suitably qualified personnel to fill in the position of Sales Manager for Heritage Expeditions Africa and the successful candidates will be based in Harare

The position reports to the General Manager for Heritage Expeditions Africa.

Responsibilities Include:

- ❖ Lead and supervise the Sales Consultants to achieve individual and team sales targets.
- ❖ Develop and implement effective sales strategies to grow revenue and market share.
- ❖ Monitor sales performance and provide coaching, training, and mentorship to the team.
- ❖ Build and maintain strong relationships with key clients, partners, and stakeholders.
- ❖ Identify new business opportunities and expand the company's customer base.
- ❖ Collaborate with marketing and operations teams to align sales efforts with business objectives.
- ❖ Prepare and present regular sales reports, forecasts, and performance analyses.
- ❖ Ensure high levels of customer satisfaction and service delivery.
- ❖ Manage sales budgets and ensure cost-effective operations.
- ❖ Stay informed on industry trends and competitor activities.

Job Specifications

The candidate should have the following:

- ❖ Degree in Sales, Marketing, Business Administration, and or related field.
- ❖ Minimum of 2 years' experience in a similar position.
- ❖ Proven track record of achieving and exceeding sales targets.
- ❖ Strong leadership and team management skills.
- ❖ Excellent communication, negotiation, and interpersonal skills.
- ❖ Experience in tourism or hospitality industry is an added advantage.
- ❖ Strong analytical and reporting skills.
- ❖ Must be a person of unquestionable integrity

All applications, accompanied by a detailed CV, should be submitted online by not later than 01 May 2026 on the following link

<https://rtgafrica.com/careers/jobs/sales-manager-heritage-expeditions-africa/>