



INTERNAL ADVERTISEMENT

SALES MANAGER

Introduction

Applications are invited from suitably qualified personnel to fill in the position of Sales Manager for Rainbow Tourism Group and the successful candidates will be based in the Commercial department, Corporate Office in Harare.

The position reports to the National Sales Manager.

Responsibilities Include:

- ❖ Ensure achievement of Sales Revenue through activating, implementing, monitoring and directing Sales initiatives.
- ❖ Participate in the development of the RTG Sales and Marketing Plan and budget.
- ❖ Conduct market intelligence to ensure organization is well positioned
- ❖ Capitalize and utilize RTG partnerships and synergies to ensure competitive advantage.
- ❖ advancement of promotional and special offers to the market through strategic selling
- ❖ Identification and development of new business opportunities for RTG
- ❖ Production of regular and relevant reports for decision making
- ❖ Initiating and managing beneficial partnerships
- ❖ Implement revenue generation strategies for the Group.
- ❖ Selling RTG products and services in selected/defined market.

Job Specifications

The candidate should have the following:

- ❖ Holder of a degree in Tourism, Sales, Marketing or any other related fields.
- ❖ Minimum 5 years' experience in a similar position.
- ❖ Knowledge of Digital Marketing with an appreciation of booking engines and Online Travel Agents
- ❖ Good level of communicating skills and relationships.
- ❖ Fluent in English and any other local language/s.
- ❖ Should be a person of unquestionable integrity
- ❖ Ability to work under minimum supervision.
- ❖ Organizational commitment and dedication.
- ❖ Possession of excellent analytical, communication and relationship management skills

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/>