



Job Title: Sales Manager

Company: Builder Travel

Location: Mohandseen - Giza

About Us: Builder Travel is a leading tourism company dedicated to providing unforgettable travel experiences to our clients. With a passion for exploration and a commitment to excellence, we offer a wide range of travel services, including guided tours, adventure trips, and customized itineraries.

Our mission: Customer satisfaction and exceeding their expectations, and providing them with most of the desired destinations, because we believe that the service quality always comes first.

Our Values: 1-Excellent customer service
2- Exerting our best to give our internal stakeholders the privilege to achieve their ambitions and to obtain a decent life.

Job Overview: As the Sales Manager at Builder Travel, you will be responsible for leading our sales team to drive revenue growth and achieve sales targets. You will develop and implement effective sales strategies, build and maintain strong relationships with clients, and oversee the sales process from lead generation to closing deals. With your leadership skills, industry knowledge, and sales expertise, you will play a key role in driving the company's success and expanding our customer base.

Key Responsibilities:

1. **Sales Strategy:** Develop and implement sales strategies and tactics to achieve company sales targets and objectives.
2. **Team Leadership:** Lead, motivate, and mentor the sales team to maximize their performance and achieve individual and team sales goals.

3. **Client Relationship Management:** Build and maintain strong relationships with new and existing clients, understanding their needs and preferences to provide personalized travel solutions.
4. **Business Development:** Identify and pursue new business opportunities, including partnerships, collaborations, and sales channels, to expand the company's client base and market presence.
5. **Sales Process Management:** Oversee the sales process from lead generation to closing deals, ensuring efficiency, accuracy, and excellent customer service at every stage.
6. **Performance Tracking:** Monitor and analyze sales performance metrics, such as revenue, conversion rates, and customer acquisition costs, to evaluate the effectiveness of sales strategies and identify areas for improvement.
7. **Market Research:** Conduct market research and competitive analysis to identify trends, opportunities, and challenges in the travel industry, informing sales strategies and decision-making.
8. **Product Knowledge:** Stay updated on company products, services, and offerings, as well as industry trends and developments, to effectively communicate value propositions to clients and address their needs.
9. **Collaboration:** Collaborate with other departments, such as marketing, operations, and customer service, to ensure alignment and coordination in delivering exceptional customer experiences.
10. **Budget Management:** Manage sales budgets effectively, allocating resources efficiently to maximize ROI and achieve sales objectives.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, Hospitality Management, or related field; Master's degree preferred.
- Proven experience 5 years in sales management roles, preferably in the tourism or hospitality industry.
- Demonstrated success in driving sales growth, achieving targets, and leading high-performing sales teams.
- Strong leadership abilities with excellent communication, negotiation, and interpersonal skills.
- Strategic thinker with a results-oriented mindset and a track record of developing and implementing successful sales strategies.
- Customer-focused with a passion for delivering exceptional service and building long-term relationships with clients.

- Analytical skills with the ability to interpret sales data and metrics to inform decision-making and optimize sales performance.
- Knowledge of travel industry trends, market dynamics, and competitive landscape.
- Proficiency in CRM software and sales management tools.
- Willingness to travel as needed.

Benefits:

- Competitive salary and performance-based incentives.
- Comprehensive benefits package, including health insurance, retirement plans, and paid time off.
- Opportunities for professional development and career advancement.
- Travel perks and discounts on company tours and services.
- Dynamic and collaborative work environment with a passionate team dedicated to excellence in the travel industry.

Application Process: If you are a dynamic sales professional with a passion for travel and a track record of driving results, we invite you to join our team at Builder Travel company. Please submit your resume, along with a cover letter outlining your qualifications and why you are interested in this position, to [**info@buildertravel.com**](mailto:info@buildertravel.com)

Builder Travel is an equal opportunity employer committed to diversity and inclusion in the workplace. We celebrate individual differences and encourage people of all backgrounds to apply.