Sales Manager

# POSITION DESCRIPTION

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| **Position:**  | Sales Manager  |
| **Location:**  | London  |
| **Reports to:**  | Director of Sales & Marketing  |

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| **Summary of position**  |   |
| E-voyages group is looking for an experienced sales Manager to join our Business and Sales team. The role is to build, develop and maintain excellent working relationship with all B2B clients in their regions. The Sales Manager will also generate incremental revenue streams by cross selling and upselling to the existing customer base and will manage all the B2B activities as well as coordinate with Account Management to optimise our revenue.  |

# RESPONSIBILITIES

* To reach the targets and goals set for your area
* To develop sales strategies and set targets
* To attend conferences, trade fairs and exhibitions to promote and develop our relationships
* To travel regularly to meet new clients at least once a month
* To present new products and services and enhance existing client relationships.
* To work with Account Management and other internal colleagues to meet customer needs ✓ To prospect for potential new clients and develop the revenue.
* To find potential new customers, present to them, ultimately convert them into clients, and continue to grow business in the future
* To cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities
* To identify potential clients, and the decision makers within the client organisation
* To research and build relationships with new clients
* To set up meetings between client decision makers and company’s practice leaders/Principals
* To work with Account Management, marketing Management other managers to increase sales opportunities and thereby maximize revenue
* To define long-term organisational strategic goals
* To negotiate and close business deals
* To maintain extensive knowledge of current market conditions
* To answer any correspondence on day of receipt if received by

12h00, or by 12h00 next working day if received after 12h00

* Mental and train others in the department who’s necessary
* To develop product knowledge by attending training sessions, familiarisation trips and educational activities
* Willing to work weekends & unsociable hours, including staying away from home when necessary during planning period and for the events.

# REQUIRED SKILLS SKILLS & EXPERIENCES

* Fluency in English, Dutch French and German as Benefit.
* B2B sales experience with a proven track record in achieving sales growth
* A positive and competitive attitude with the drive and work ethic to meet targets
* Sensitive to customers’ needs and requirements while maintaining the Corporate direction
* Work effectively in the field - high sales activity required
* Persuasive, firm, well mannered, good negotiator
* Ability to identify sales opportunities
* Work in a team and confident
* Competitive
* Good self-motivational skills
* Detail-orientated
* Creative
* Excellent customer service skills
* Able to ‘think outside the box’
* Excellent written, oral and interpersonal communication /relationship-building and analytical

skills

* Able to work independently and self-directed

# ABOUT E-VOYAGES

E-voyages Group is the leading incoming group tour operator for custom made travels in United Kingdom and Ireland. We are the number one choice for the travel trade to the United Kingdom and Ireland through partnerships, personalised customer service, expert knowledge and excellent value for money.

We offer a personal, one-to-one service to our clients and are confident that whatever your budget, our team of experts can create a tailor-made tour for you that is sure to delight and surprise your clients.