



About Travel Daily Media

Travel Daily Media Group is the world's largest singularly owned online B2B e-Travel news business by International footprint of magazines, subscribers and readership, with an extensive Global audience spanning 20 countries. Travel Daily Media Group publishes Travel Daily Asia, UK, Middle East, China and India

Introduction

Travel Daily Thailand is seeking enthusiastic business development and sales staff with a proven track record of success in generating revenue. The successful candidate/s will have an engaging and outgoing personality, and will be motivated by KPI's and personal success. The positions available provide staff with the ability to grow and work independently, as well as mixing at networking events and trade shows. A generous commission structure is available that rewards performance.

Job Description

Position: Sales Representative-/Business Development Manager Executive

Job Purpose: Generate sales for Travel Daily (Thailand) and other publications that form part of the Travel Daily Media Group, acting upon the advertising needs of clients.

Responsibilities:

- ✓ Generating advertising sales for the online travel trade (B2B) tourism sector
- ✓ Develop key advertising contacts across the travel / tourism sector including destinations, airlines, hotels, tour operators, travel agencies and service providers
- ✓ Create sound sales strategies incorporating telemarketing, face to face meetings and follow-up
- ✓ Creation of client proposals
- ✓ Prepare weekly and monthly reports to enable the business stake-holders to have full visibility of market sales position including forward bookings
- ✓ Annual sales forecasting and budget planning
- ✓ Work closely with all key team members to complete the sales cycle including booking forms and invoicing
- ✓ Attend and represent Travel Daily / Industry /Trade Show / Client Hospitality events, occasionally after hours

Performance Measures:

- ✓ Achieve or exceed sales targets
- ✓ Achieve prospecting and sales call targets
- ✓ All client activity updated in CRM and sales pipeline reports
- ✓ Overall contribution to the team & its achievements

Qualifications:

- ✓ At least 3-5 years of direct B2B experience selling to Travel and hospitality industry
- ✓ Proven record in business development and customer service
- ✓ Computer Literate
- ✓ Outgoing, positive and cooperative

Personal Qualities:

- ✓ Strong organisational skills with the ability to attend meetings on-time
- ✓ Good communicator
- ✓ Engaging and positive personality
- ✓ Ability to adapt to changing circumstances

To apply for this position please send your resume to

recruitment@traveldailymedia.com

Only those candidates selected for interviews will be contacted

Office Location : Bang Rak, Bangkok, Thailand