Job Title
Sales Executive

Department
Sales & Marketing

Location
Bangalore

Reports To
Corporate Manager Sales

Job Purpose

We are seeking an energetic and target-driven Sales Executive to acquire new corporate clients, drive resort bookings, and manage client relationships. The ideal candidate will combine strong communication and negotiation skills with hands-on proficiency in reservation software to deliver seamless corporate stays and outings while consistently meeting sales targets.

Key Responsibilities

1. Customer Orientation & Process Indicators

- **Corporate Lead Generation:** Conduct cold calls and actively prospect to explore and onboard as many new corporate clients as possible.
- **Client Clarification & Pitching:** Engage directly with corporate teams to address queries, resolve confusion, and present a clear, accurate picture of resort facilities and tariffs.
- **Operations Coordination:** Communicate specific event, stay, and service requirements from corporate clients to the resort operations team to ensure high guest satisfaction.
- **Client Relationship Management:** Maintain strong, ongoing professional relationships with all corporate accounts, staying in regular touch and offering proactive support for repeat business.
- **Sales & Collection Targets:** Consistently achieve assigned sales and payment collection targets.
- **Organizational Alignment:** Assist and cooperate with department heads to achieve broader organizational objectives.

2. Learning & Development

- **Business Growth Strategies:** Ideate and execute new business strategies to accelerate growth across corporate sales and resort reservations.

Knowledge, Skills & Abilities (KSA)

- **Communication & Presentation:** An empathic communicator with strong presentation skills capable of pitching clearly to corporate decision-makers.
- **Negotiation & Closing:** Very strong negotiation skills to persuade corporate teams and secure group or outing bookings.
- **Target & Pressure Resilience:** Proven ability to work under pressure and achieve assigned sales figures.
- **Interpersonal Skills:** Excellent relationship management and interpersonal skills to build long-term corporate trust.
- **Results-Oriented Mindset:** Positive outlook with a sharp focus on high service quality and business profitability.

Qualifications & Experience

- **Education:** Graduate in any discipline. A postgraduate degree or diploma in Business Management (specializing in Sales & Marketing or Travel & Tourism) is preferred.
- **Experience:** 1 to 2 year of prior experience in a sales function. Prior exposure to the **hotels and resorts** industry is preferred. **Bangalore Corporate Market Experience is mandatory.**

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