

SALES ACCOUNT MANAGER

Reporting to the Sales & Marketing Manager, the successful candidate will be responsible for;

- Promoting and marketing the organizations tourist / guest facilities in Kenya and abroad.
- Responsible for day-to-day direct sales within an assigned group(s) of clientele and sales territory.
- Creation of new customer bases and maintenance of the same within the segment allocated.
- Making sales calls, getting client feedback, market intelligence and / or passing the same to the management for action.
- Maintaining and developing knowledge of our competitors, their product, rates and promotions to ensure we uphold our competitive advantage in the market place.
- Actively promoting the hotel through networking and PR opportunities – attend all key and relevant social events and familiarization trips (including, when necessary, in the evenings and weekends).

The position calls for an individual with the following attributes;

- A University degree in the relevant field and Sales & Marketing qualifications.
- At least five (5) years Sales experience in tourism & hospitality. Experience with International markets, Government institutions and / or UN agencies will be an added advantage.
- Must be outgoing, of mature character and able to work with minimum supervision.
- Excellent communication and negotiation skills.
- Business acumen with a problem-solving attitude.

A Competitive salary will be offered to the successful candidates.

Applications accompanied by a detailed CV and copies of relevant certificates and testimonials from applicants who meet the above qualifications should be sent to the address below to reach us by **Friday July 24, 2026**.

Human Resources & Admin. Manager
P.O. Box 45038 00100 Nairobi

Or email careers@safariparkhotel.co.ke