

Job Description

Sales Manager / Regional Director - Sales

eRevMax is a travel technology company that helps hotels to maximize online revenue opportunities through real-time distribution, market intelligence and connectivity solutions. The company provides specifically tailored solutions within its core product brands – RateTige and RTConnect.

Visit www.erevmax.com and www.ratetiger.com for more details.

In order to strengthen our team, we are looking for outstanding Sales professions to grow our presence in the Hospitality and Travel technology space in USA, EU, Middle East, South East Asia and India, among other locations.

Job Title: Sales Manager – India

Job Mission: Significantly increase the number of hotels using the company's product (i.e. software) by prospecting new potential customers while ensuring that all signed contracts ensure a sufficient Return of Investment for the company. This is achieved by selling over the phone and face-to-face, carrying out on-line product demonstrations, attending international trade-shows, hotel conferences and association events. Sales efforts are directed towards all hotels and/or accommodation providers, who receive internet bookings and who want to increase revenue. This is a software sales job involving cold-calling & relationship management.

Key Areas of Responsibility:

- Sell the Company's product (software) by creating and maintaining leads and target lists for potential new customers by identifying potential target areas, potential hotel targets and sales blitz opportunities.
- Be the brand ambassador of the company during trade shows and other official occasions/events.
- Establish and strengthen ties with customers and potential leads. Cold calling included. Work hand-in-hand with Account Managers to create and maintain a win-win relationship with new and current customers
- Negotiate and prepare contracts with potential customers, working within the pricing guidelines set by management.
- Meet account growth targets set by management for the assigned market.

Requirements:

- Strong sales, analytical, organization, communication, and interpersonal skills
- Good knowledge of Hotel revenue, Channel Manager, OTA, IBE, GDS, PMS, Hotel Sales etc.
- Ability to adapt quickly to new technologies and products
- Proactive, passionate, Professional "get it done" attitude and work ethic