

# Vacature



Are you a hunter looking for a challenging job as a Sales Manager in the Meetings & Events industry and the tourism industry in general, join our team in curacao and use your consultative selling and commercial skills to win new customers and help us maintain our market leader position.

**Sales Manager; Meetings & Events, Developing a foothold on the south American and north American market and increase our local sales. Full time, Willemstad**

## Your responsibilities:

- Overall responsibility for the successful development, maintenance and growth of the Meetings and Events business on Curacao
- Develop and maintain relationships with prospects in the Touroperating business for the south and north American market
- Identify and maintain prospect pipeline in order to achieve local new sales targets annually
- Be the commercial face in our market for internal and external clients. Participate in customer/industry events as appropriate
- Be our Customer Relation Manager (Sales Force) champion to drive client reporting
- Maintain detailed records and document sales efforts
- Develop business plan, implement key deliverables, measure results
- Oversee the implementation of new business
- Create and execute in close liaison with the marketing department a sales & marketing plan

## Your profile:

- 5+ years relevant work experience in a sales position preferable in the tourism industry
- Experience with consultative selling
- Effective communication skills, oral, written and presentation
- Highly proficient in (minimum) English, Spanish and Dutch spoken and written
- Ability and willingness to travel internationally
- Helicopter view on the market with focus on the competitor's strengths and weaknesses
- Minimum bachelor level

**If interested, please apply before March 31st, 2019 by sending your CV and cover letter in English to [admin.manager@fb-tt.com](mailto:admin.manager@fb-tt.com)**

FBTT Travel B.V. is the largest incoming tour operator on the island of Curaçao, serving a large client base in different fields. We have partnerships with all the world's leading Cruise Lines and operate a diversified program of shore excursions for their passengers. Furthermore, we have relationships with wholesalers from all over the world for whom we manage the destination and offer transportation for their clients, our guests. Besides this we offer transportation to our Airline partners and other corporate clients located both on- and off-island.

Taber Tours is one of the founding companies of FBTT Travel, which already existed in 1959 and owns the largest bus license on the island. As a result, FBTT Travel has the largest fleet of busses on Curaçao and is very well established on the destination, which brings loads of experience to our partners and guests. Most of our partnerships do already exist for many years and some even date for decades back.