



Business Sales Manager

Employer: CBS Creative Business Solutions
Location: Tirana
Status: Full Time

Background

IntoAlbania (Innovative Tourism in Albania) is a three-year USAID and Sweden funded program supporting the development of tourism in Albania. The project has recently launched www.intoalbania.com - the destination marketing and travel platform for Albania and IntoAlbania app – the digital tourism pocket guide to the country. IntoAlbania's mission is to connect the global traveler with the best of Albania's authentic experiences, culture, nature, heritage, lifestyle and local economies. IntoAlbania is also leading digital transformation in the sector through *digital media advertising opportunities for tourism businesses and integrated proprietary e-commerce solutions* that will facilitate secure booking for accommodation, car-rentals and tour tickets.

General Scope of the Position

We are seeking a highly skilled, adaptable, and reliable Business Sales Manager to join [IntoAlbania's](http://IntoAlbania.com) team and contribute to the growth of our commercial practices. He/ she will be part of a dynamic team of project professionals and will be responsible for business development as well as for the planning and implementation of IntoAlbania's sales and marketing activities. The Business Sales Manager uses his/ her expertise to help direct strategy and planning for sales, customer acquisition and sales tactics according to the project's objectives and sustainability plan. Business Sales Manager builds strong, long-lasting relationships with project partners and tourism business providers.

Duties & Responsibilities

- Holds primary responsibility for the on-boarding of new clients for IntoAlbania and achievement of new sales through direct sales channels;
- Prepares annual and quarterly Sales and Customer Acquisition Plan aligned to the project's financial goals and Sustainability Plan;
- Contributes to the development of product terms and specifications for IntoAlbania e-commerce services including product pricing, payment policies, refund policies etc.;
- Performs customer acquisition and builds a portfolio of select local tourism businesses that will list in IntoAlbania.com and provide digital booking services including accommodation facilities, car-rental agencies, tour operators and event providers;

- Establishes contact and develops relationships with prospect customers by scheduling appointments and meetings and presenting our products and services;
- Contributes to the preparation of the Media-kit and performs direct customer acquisition for advertising services in IntoAlbania digital platforms and print materials;
- Works closely with project's team to come up with original marketing products: digital and print advertising material;
- Meets IntoAlbania's marketing and sales financial objectives by setting quarterly sales targets; tracking results, analyzing variances and initiating corrective actions;
- Creates periodic sales reports with data analysis and results and presents them to the project's management team;
- Enforces IntoAlbania's brand throughout each product and channel.

Skills and Qualifications

- Bachelor's Degree in Marketing, Business Administration or equivalent background.
- Successful previous experience of at least 2 years as a sales representative or sales manager, consistently meeting or exceeding targets.
- Strong working knowledge of online marketing and tourism sales industry, including digital tools and techniques.
- Exceptional communication and presentation skills in Albanian and English language.
- Proven ability to drive the sales process from plan to close.
- Detail and customer oriented with good multitasking and organizational ability.
- Smart, active and savvy social network user with high connectivity and influence.
- Team player determined to get things right and able to work harmoniously with colleagues.
- Flexible to travel, driving license is required.

How to Apply:

Interested applicants should submit a brief cover letter and a current resume before **27/12/2018** to info@cbs.al and include "Business Sales Manager" in the subject line.

About CBS

Creative Business Solutions (CBS) is an economic development organization with consulting and project implementation expertise in Tourism, Agriculture, Access to Finance, Green Energy etc. CBS partners with international donors to implement development projects primarily relating to access to finance, tourism and agriculture. The organization works with highly qualified partners to develop technology-oriented products including IntoAlbania.com, IntoAlbania app, Agroweb.org, LORES, AGIS etc.

www.cbs.al