

#### OUR VISION

Trailblazers in nature based experiences

#### OUR PURPOSE

A connection to, and pride in, people and place

#### OUR MISSION

We develop and champion passionate people, innovation and the love of nature to deliver transformational moments.



## Do You Live and Breathe Tourism? Lead the Sales for The CaPTA Group!

### Are you a high-performing Inbound Sales Manager with a passion for tourism and a drive to succeed?

The CaPTA Group is searching for a dynamic and results-oriented leader to join our team and play a pivotal role in growing our sales across key inbound markets. This is an exciting opportunity for a motivated individual to leverage their expertise and strategic thinking to develop new business opportunities and cultivate strong relationships with clients across Greater China, India, and Online Travel Agencies (OTAs).

#### What will you be doing?

- Develop and execute strategic sales plans to achieve ambitious revenue targets.
- Build and nurture strong relationships with existing and potential clients, including industry partners and tourism boards.
- Oversee familiarisation tours and site inspections, converting leads into confirmed bookings.
- Represent The CaPTA Group at industry events and trade shows, fostering brand awareness and generating new leads.
- Stay up-to-date on the latest industry trends and competitor activity, implementing innovative sales strategies.

#### Why should you join The CaPTA Group?

- Be part of a dynamic and passionate team in a thriving tourism industry.
- Make a real impact on the business, with your performance directly linked to our success.
- Enjoy a competitive salary package and the opportunity for career development.
- Immerse yourself in a company culture that values excellent customer service and environmental sustainability (CaPTAv8 program).

#### Who are we looking for?

- A proven track record of success in Inbound Tourism sales (4+ years).
- Excellent communication and interpersonal skills, with the ability to build rapport with diverse clientele.
- A strong understanding of the Inbound Tourism sector, particularly Greater China and India.
- Strategic thinking and the ability to develop and implement effective sales plans.
- A passion for the tourism industry and a commitment to delivering exceptional customer service.
- Proficiency in written and verbal English, with Chinese language skills a desirable advantage.
- A current C Class Driver's License is mandatory.

#### Does this sound like you?

We encourage applications from highly motivated and results-oriented individuals who thrive in a fast-paced environment.

#### To Apply

Please submit your resume and a cover letter outlining your suitability for this role.

**We are an Equal Opportunity Employer**

*By applying for a vacancy with The CaPTA Group you agree to the collection of your personal information in accordance with our Privacy Policy.*