



## **INTERNAL ADVERTISEMENT SALES EXECUTIVE**

Peermont serves its guests and clients with the purpose of providing relaxing stays and exciting times. It is with that goal that we strive to employ and develop individuals who not only share our values, but align themselves with our purpose and will embody our service ethos. Peermont employees are a special breed who look for ways to inject every duty with a culture of going above and beyond in order to create exceptional memories

### **MAIN RESPONSIBILITIES:**

- To secure rooms, conferencing, banqueting, golf and special events revenues from specified local, regional and national markets.
- This will include:
  - Sales visits and sales calls to potential clients.
  - Continuous liaison with existing clients.
  - Following up on lost business.
  - Database development and management.
  - Assisting with designing attractive packages that will attract new clients.
  - Site inspections for new clients.
  - Negotiation and management of corporate clients.
  - Preparing quotes for approval on the various packages offered.
- Coordinating entertainment and events including expos, golf days, shows etc, including
  - Planning and implementing events
  - Negotiating with clients
  - Developing partnerships with corporate clients
  - **Securing sponsorships for events**

### **MINIMUM REQUIREMENTS:**

- Matric
- Minimum 2 years sales experience in the hospitality industry
- Minimum of 2 years in sales and marketing environment
- Knowledge of travel agents, PCO's and government market segments is essential
- Must have an established client base and working relationship with potential customers.
- Excellent interpersonal skills is essential
- Computer literate.
- Candidate must have own transport and a valid drivers license

**CLOSING DATE: 17 May 2023**

**You are requested to formalize your application by discussing it with your immediate Manager.**

**Your Completed Internal Vacancy Application Form, together with your CV must be forwarded to the HR manager: Roxanne Zulu or emailed [rprince@graceland.co.za](mailto:rprince@graceland.co.za)**

*Graceland is an Equal Employment Opportunity Employer*