

Position Vacant 2019

Department:	SALES & MARKETING
Job title:	SALES MANAGER – GREATER CHINA MARKETS
	Maternity Leave Contract with possible extension
Applications open:	TUESDAY 18 JUNE 2019

National Trust of Australia Queensland (NTAQ) is a membership-based organisation / registered charity that works to protect, conserve and celebrate the Environmental, Built and Cultural heritage of our State. Currumbin Wildlife Sanctuary (CWS) is the largest property within the NTAQ portfolio and is home to a vibrant and varied collection of Australian Wildlife and Non-Native Exotics located nearby beautiful Currumbin beach.

Our Sales & Marketing Team are currently seeking an experienced Senior Tourism Sales professional to cover the role of Sales Manager – Greater China. This position is a Maternity Leave Contract however future opportunities may be made available for the right candidate.

Reporting to the General Manager – Global Sales, this role focuses on driving growth within the Greater China market which includes China, Taiwan and the Hong Kong trade tourism markets. This is a key role within the CWS Global Sales team and an important position within the company's business model. This Senior Sales Manager position has a clear emphasis on increasing new business whilst focussing on nurturing existing relationships within the Greater China marketplace.

Details about this Position:

- Responsibility for sourcing new clients and servicing existing relationships within the Greater China, Taiwanese and Hong Kong trade tourism markets.
- Key focus is to build market share and increase sales from core market segments. This will involve managing key international accounts and hold responsibility for growth in attendance for Currumbin Wildlife Sanctuary products.
- Duties will include business development activities requiring high level of negotiation skills, contract design, courteous and culturally appropriate client & partner liaison and ability to contribute to relevant product development.
- Ability to work with the Greater China tourism trade for mutually beneficial outcomes.
- You will host in-park familiarisations, and represent the company in a professional and positive manner in all on and off site events. This role will involve evening and weekend work, and availability over key holiday periods including Chinese New Year.
- This role is based at Currumbin Wildlife Sanctuary on the Gold Coast, with requirement to undertake domestic and international travel to provide business development and marketing activities.
- The successful applicant will be required to complete a satisfactory police check.
- All applications will be treated confidentially.

Selection Criteria:

1. The ability to speak fluent Chinese is essential, along with excellent written and spoken English.
2. Genuine experience in working within the Chinese market sector is essential, with ability to demonstrate appropriate familiarity with correct cultural business protocols.
3. Exposure to the Australian Tourism environment essential. Knowledge of the Qld and NSW tourism marketplaces would be highly regarded.
4. Hold knowledge of the international tourism environment, Greater China market supply channels and key industry stakeholders.
5. Candidates with existing tourism trade business relationships will be highly regarded.
6. Previous experience working as a member of a high performing sales team is preferred.
7. Tertiary qualifications in sales, marketing or business will be highly regarded but not essential.
8. You will have capable computer ability in Microsoft Office suite including Excel, and in using WeChat.
9. High level negotiation skills are essential.
10. Professional standard of personal presentation and communication skills are required.
11. Ability to conduct extensive familiarisations of the Sanctuary is required. You must be comfortable in working around Australian wildlife and be a confident and professional communicator to small groups.
12. Can demonstrate a flexible, professional attitude, and will be a self-motivated team player.

How to Apply

Your application should include your resume plus a brief cover letter stating how you meet the Selection Criteria. Please email your application to this email address: employment@cws.org.au. Thank you.