

## Job Description

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| <b>Job Title</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>Corporate Sales Executive</b> |
| <b>Department</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>Marketing and Sales</b>       |
| <b>Industry</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Air Travel &amp; Tourism</b>  |
| <b>Location</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Across Tanzania</b>           |
| <b>Job Summary:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                  |
| <p>We are looking for a driven and client-focused <b>Corporate Sales Executive</b> to join our team in the air travel and tourism industry. The role is responsible for acquiring, managing, and growing corporate accounts by offering tailored travel solutions that meet business travel needs. The ideal candidate should have strong B2B sales experience, excellent negotiation skills, and a passion for delivering exceptional client service in the travel and tourism sector.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                  |
| <b>Key Responsibilities / Duties:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                  |
| <ul style="list-style-type: none"> <li>• Identify and acquire new corporate clients seeking travel management services (flights, accommodation, visa support, etc.).</li> <li>• Build and maintain strong, long-term relationships with key decision-makers in corporate organizations.</li> <li>• Develop customized travel packages and proposals based on client travel policies and budgets.</li> <li>• Conduct client meetings, sales presentations, and contract negotiations.</li> <li>• Collaborate with travel consultants, ticketing, and operations teams to ensure smooth service delivery.</li> <li>• Monitor client satisfaction and address concerns promptly to ensure repeat business.</li> <li>• Stay updated on industry trends, airline products, promotions, and competitor offerings.</li> <li>• Meet and exceed monthly and quarterly sales targets and KPIs.</li> <li>• Maintain accurate records of sales activities and client information using CRM tools.</li> </ul> |                                  |

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- Represent the company at industry events, networking forums, and corporate meetings.

## Job Requirements

- **Education:**
  - Bachelor's degree in Business, Tourism, Marketing, or related field.
- **Language Skills:**
  - Proficiency in English language
- **Experience:**
  - **4+** years of experience in in corporate sales, preferably within the air travel or tourism industry.
- **Skills:**
  - Strong knowledge of air travel booking systems (e.g., Amadeus, Galileo, Sabre) is an advantage.
  - Proven ability to build B2B relationships and close high-value deals.
  - Excellent communication, negotiation, and presentation skills.
  - Customer-focused with a strong problem-solving mindset.
  - Highly organized and able to manage multiple accounts simultaneously.
  - Willingness to travel as needed for client meetings and events.
  - Existing corporate client network in travel/tourism industry.
  - Familiarity with visa processing, group travel arrangements, and MICE (Meetings, Incentives, Conferences, and Exhibitions).
  - Understanding of travel policies and corporate procurement processes.

## How to Apply

- Visit our website: [www.cnsgroup.co.tz/job-openings/](http://www.cnsgroup.co.tz/job-openings/)
- Or send us your CV and Related documents to [hr@cnsgroup.co.tz](mailto:hr@cnsgroup.co.tz)
- Deadline: 04/07/2025

**CAUTION!** CNS does not receive money in exchange for a job position. Should you be asked for money in exchange for a job offer or suspect such activity, please report this immediately; e-mail through **info@cnsgroup.co.tz**

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