



We are Hiring

SALES EXECUTIVE

Email your CV to
careers@babanango.com



JOB OVERVIEW

The Sales Executive is responsible for driving accommodation, conference and outdoor education revenues across Babanango Game Reserve's portfolio. This includes proactive sales to conference organisers, travel agents, tour operators and corporate clients within KwaZulu-Natal, as well as the development and growth of the Babanango Outdoor Education product at Matatane Camp for colleges, universities and schools. Working closely with the Head of Sales to increase occupancies, grow market share, expand the Outdoor Education database, and strengthen brand awareness within targeted KZN markets.

AREAS OF RESPONSIBILITY

- Sales and Revenue generation
- Outdoor education sales and database growth
- Client Relationship Management
- Collaboration and reporting

DECISION-MAKING POWER

- Management of relationships with Sales Agents, Sales Consultants, Representative Agents, Tour Operators (nationally and internationally) and OTAs.
- The identification of new Travel Agents, Representative Agents, Tour Operators and Destination Marketing Companies to establish beneficial relationships.

WORK TASKS

Sales Revenue and Generation

- Actively sell accommodation, conferencing and group experiences to conference organisers, corporates, travel agents and tour operators across KZN.
- Drive weekday, shoulder and off-peak occupancy through targeted corporate and MICE sales.
- Identify, pursue and convert new business opportunities aligned to revenue targets.
- Support pricing strategies and promotions in collaboration with the Head of Sales.

Outdoor education sales and database growth

- Promote and sell the Babanango Outdoor Education offering to schools, colleges and universities.
- Build and maintain a strong, compliant Outdoor Education database.
- Increase awareness of Matatane Camp through direct outreach, presentations, site visits and partnerships.
- Assist in positioning Babanango as a leading outdoor education destination in KZN.
- Represent Babanango Game Reserve at trade shows, workshops and networking events as required.

Client Relationship Management

- Maintain and grow existing relationships with KZN-based clients.
- Establish new relationships with key decision-makers and influencers.
- Conduct regular sales calls, meetings, presentations and hosted site inspections.

Collaboration and reporting

- Work closely with the Head of Sales to align strategies, targets and market focus.
- Coordinate with Reservations, Marketing and Operations to ensure seamless client delivery.
- Provide regular sales activity reports, pipeline updates and forecasts.
- Track performance against agreed KPIs and revenue targets.

TRAINING/EDUCATION REQUIREMENTS

- Marketing, Business, Commercial degree and/or equivalent.
- Min 5 years' work experience within a sales environment in the hospitality sector or similar job role.
- Experience in the luxury safari sector would be an advantage.

SUCCESS CRITERIA

- Increased occupancies and revenues across all lodges and conferencing venues.
- Measurable growth in the Outdoor Education database and confirmed bookings.
- Expanded market presence and stronger brand awareness within KZN.
- Strong, collaborative partnership with the Head of Sales and internal teams.

REQUIREMENTS FOR WORK EXPERIENCE/SKILLS

- Extensive experience and knowledge of the SA tourism industry, notably the safari lodge business.
- Previous experience and track record as a sales executive or consultant.
- Excellent communication skills – Oral and written.
- Strong administrative skills.
- Selling, negotiating and influencing attributes.
- Analytical and accurate.
- Tech savvy with excellent IT/ systems literacy.
- Willingness to travel within KwaZulu-Natal.
- Valid driver's licence.
- Willingness to support the growth and awareness of the Outdoor Education product beyond traditional hospitality sales.

PERSONAL CHARACTERISTICS

- Target driven and motivated.
- High levels of attention to detail.
- Ability to positively influence people.
- Ability to professional represent the business.
- Ability to take initiative.
- Ability to work under pressure and manage stress.
- Excellent team worker and team player.
- Ability to follow up effectively.
- Professional demeanor and presentable.
- Self-managed with strong negotiation, presentation and closing skills.
- Confident networker with the ability to build long-term partnerships.
- Highly organised with strong reporting and CRM discipline.
- Passion for tourism, conservation and education-based experiences



Applications should be submitted to:
careers@babanango.com
Closing date: 6th February 2026

PLEASE NOTE:

If you do not receive any communication within 14 days after the closing date, kindly consider your application unsuccessful. The company reserves the right not to fill the position.