

# Marketing & Sales Manager- Indonesia

This Company is a leading geo-tourism resort brand in Southeast Asia that manages resorts in remote locations far from the hustle and bustle of city life. They invite guests to disconnect from the busyness in their life so that they can connect with what is important. They seek to create holistic impact that touches the spiritual, economic, environmental, and community of each location where they operate while also building a profitable business.

## **Job Responsibilities: What will you be trusted with?**

Working under the supervision of the Director of Business Development, the Sales and Marketing Manager is responsible for the sales, marketing, and communication efforts of all branded resorts. As a marketing leader within the Company, the Sales & Marketing Manager is expected to grow his or her team, the business, and the marketing ethos of the entire organization in alignment with the Company's purpose and culture.

## **Specific responsibilities include:**

- Lead, coach, and support team to reach sales goals
- Develop pricing strategy for all resorts
- Build the brand globally and in each market
- Lead internal and external sales and marketing communication to ensure brand alignment
- Lead continuous improvement of sales and marketing process & systems

## **Qualifications: What does it take to succeed in this role?**

- 5+ years experience in Sales & Marketing
- Ability to lead and motivate team to reach goals
- Excellent written and verbal communication skills
- Hungry to grow and succeed, but a humble learner who loves seeing teammates succeed
- Kingdom minded with a strong desire to create holistic impact through business
- English fluency

## **Preferred Qualifications:**

- +3 years experience in the hospitality industry
- Experience opening new markets
- Ability to thrive in another culture
- Masters Degree in Sales & Marketing or equivalent

Be Adventurous, Learn and Grow, and Make an Impact

For more information contact [TransformationalSME@gmail.com](mailto:TransformationalSME@gmail.com)