



## **District Sales Managers**

***The toughest salespersons! Master their markets!***

- **Canada (1, Quebec & Maritimes)**
- **USA (20 major markets)**

**Tip&Go is looking for District Sales Managers with an important network in the Hotel Industry.**

**Experience: 10 years and over in the Hotel Industry**

### **Description**

The District Sales Manager is responsible for developing long-term relationships with customers and for overseeing sales.

As District Sales Manager, you should work to satisfy customers' needs and requests, respond to their queries in a timely manner and deliver a positive customer experience. You should have excellent communication and negotiation skills and be service oriented.

## **Responsibilities**

Build and maintain relationships with customers, influence long-term strategic directions, and act as a trusted advisor.

- Manage a portfolio of accounts to achieve long-term success.
- Develop positive relationships and handle customers' needs.
- Generate new sales using existing and potential customer networks.
  
- Drive business development, forecast sales accurately and achieve strategic goals by leading customers through the entire business cycle.
- Simultaneously manage multiple opportunities through the entire sale cycle.
  
- Meet with customers and prospects as needed, remotely or onsite.
- Maintain accurate sales data in Salesforce.
  
- Develop effective working relationships.
- Operate with high energy and flexibility in a fast-paced environment.

**\*Selected candidates will get further details on the positions.**

**Send your application at: [Info@tip-go.com](mailto:Info@tip-go.com)**

**[www.tip-go.com](http://www.tip-go.com)**