

Job Title: Executive / Senior Executive, Attraction Sales

Requestor

Reporting Officer

Manager, Attraction Sales

Job Description

You will help to enhance the competitiveness of Jewel Changi Airport, a world-class lifestyle destination that comprises attractions, retail, F&B, hotel and aviation services, through the following responsibilities:

- Identify, source for sales opportunities and outreach to drive the sales of Canopy Park's attractions through inbound lead follow-up and outbound cold calls, emails and client visits.
- Build, establish rapport and maintain contact with clients to encourage repeated businesses.
- Deepen existing collaborations and explore new opportunities & joint campaigns with partners; handle the promotions from planning, key visual design, marketing, execution to evaluation.
- Conduct familiarisation trips and site inspections, as well as product presentations to showcase and market to potential clients.
- Working with internal and external stakeholders to brainstorm & prepare marketing collaterals & materials, as well as manage the marketing inventory.
- Support Manager in various sales & marketing admin related roles e.g. consolidating statistical reports, managing the CRM database and mailing list, preparing reports, as well as assisting in any other ad-hoc projects or duties assigned.

Skills / Knowledge Required

- Possess at least 3- 5 years' experience in travel trade/corporate sales & marketing or other relevant sales experience.
- Self-starter, results-oriented individual with the ability to work independently and effectively as part of a team. Interest in chasing sales numbers is a must.
- Keen business acumen, meticulous and good analytical skills.
- Ability to multi-task in a fast-paced and dynamic environment.
- Excellent written and communication skills.
- Familiar with attraction ticketing systems is a plus.
- Willing to travel occasionally.