



## Product Manager at African Safari Excellence

African Safari Excellence: an East African specialist. Providing support services to agents all over the world at every stage of their clients' East African journey.

The ideal candidate will be proactive, self-motivated and strategic, with an inherent passion for Africa and a deep understanding of its iconic destinations and the luxury tourism products which make this continent so unique.

The successful candidate will possess the following high level attributes:

1. An expert level understanding of 3, 4 and 5 star Southern and East Africa product offerings
2. A track record of excellent, progressive supplier relationships
3. Experience in contract negotiation & creation of strategic trade deals
4. Design and develop of scheduled departures
5. Proactively share product knowledge and develop training methods to assist agent in successfully selling East Africa
6. Work closely with Marketing Team in creating Digital Marketing efforts to promote East Africa
7. An extensive understanding of Tourplan
8. Willingness to continually train and nurture sales consultants on destination and product understanding, in line with our commercial agreements and company procedures.
9. Manage and develop a team of direct reportees within the Product Department (in time)
10. Participate as a productive Head of Department and contribute to strategic and operational planning and achievement of the company's vision & objectives

This is a Head of Department role that requires an entrepreneurially-minded, intelligent business leader with great exposure to the African Travel and Tourism vertical. A consummate professional with a strong understanding of international clients' needs.

The correct candidate must be comfortable working within structured management objectives, with a relatively high degree of autonomy and the ability to interface with various stakeholders and departments across the business.

- Start: immediate (negotiable)
- 20 days annual leave, plus Public Holidays
- Contribution towards a Medical Aid scheme
- Monday to Friday working hours
- An office-based working environment near Century City

Please send us your CV and let us know why you are perfect for this role via email on [info@ase.co.tz](mailto:info@ase.co.tz).

**Please consider yourself unsuccessful should you not have had a response within 7 days of application.**

Questions:

1. Do you have previous experience working as a Product Manager (contracting, negotiating) for Southern and/or East Africa?
2. Have you conducted extensive site inspections across 4-5 star Southern and East African hotel product?
3. Have you worked extensively in Tourplan?