



VACANCY

SENIOR SALES MANAGER

ABOUT ENVI Lodges

ENVI Lodges is a wellbeing-driven outdoor hospitality brand, managing immersive natural retreats that restore guests through their connection to the environment. ENVI's lodges comprise individual units, villas, safari tents and pods, designed to immerse guests directly in the landscape. The brand's approach to wellbeing adapts to what that landscape offers. The principle stays constant: restoration comes from nature itself. This is supported by ENVI's seven sustainability pillars, which govern everything from the mindful use of resources to support for local communities and the enhancement of biodiversity, ensuring that guest wellbeing and ecosystem health are treated as one system. ENVI's approach to wellbeing is holistic and alternative, found through immersion, stillness, and a deep sense of place. With upcoming openings planned for 2027 across Saudi Arabia and Oman, ENVI Lodges continues to expand its footprint in extraordinary natural landscapes.

THE ROLE

ENVI Lodges is looking for an experienced and results-driven Senior Sales Manager to drive revenue and occupancy growth across Envi Lodges' expanding portfolio of luxury eco-lodges.

This is a Corporate Office position, offering the flexibility to work remotely or from our Dubai office, with regular international travel. The role is responsible for developing and executing proactive sales strategies, identifying new business opportunities, and building strong relationships with travel agents, tour operators, DMCs, luxury travel advisors, corporate clients and key trade partners across international source markets. The ideal candidate will have proven experience within the GCC hospitality market and a strong understanding of its luxury travel trade landscape.

Representing ENVI Lodges at international trade shows, sales missions and industry events, you will manage key accounts, develop strategic partnerships and drive new business across our portfolio. Working closely with Revenue Management, Marketing and Lodge Operations, you will convert market opportunities into confirmed business, maximise occupancy and revenue, and strengthen ENVI Lodges' presence in key international markets.

RESPONSIBILITIES

1. Sales Strategy & Business Development

- Develop and implement the Company's sales strategy to achieve revenue and occupancy targets across all lodges.
- Identify new business opportunities and source markets to drive sustainable growth.
- Build and maintain a strong sales pipeline across leisure, corporate, MICE and travel trade segments.
- Monitor market trends, competitor activity and customer needs to identify new opportunities.

2. Key Account Management

- Build and maintain strong relationships with travel agents, tour operators, DMCs, luxury travel advisors, corporate clients and strategic partners.
- Identify and secure new business opportunities through proactive sales activities.
- Conduct regular sales calls, client visits and virtual meetings with key accounts.
- Negotiate commercial agreements and contracts to maximise business opportunities, within approved rate and discount parameters.



RESPONSIBILITIES

3. Sales Representation

- Represent ENVI Lodges at local and international trade shows, roadshows, networking events and industry exhibitions.
- Plan and conduct sales trips to key source markets.
- Promote the ENVI Lodges brand and develop new business relationships in target markets, including the GCC and other international markets.
- Champion ENVI's sustainability story and eco-luxury positioning consistently across all client and partner interactions.

4. Sales Team Leadership

- Lead, coach and support the sales team to achieve individual and team sales targets.
- Set sales objectives, monitor performance and provide regular feedback.
- Foster a high-performance, customer-focused sales culture.

5. Revenue Growth

- Work closely with Revenue Management and Operations to maximise occupancy and revenue opportunities.
- Monitor sales performance and market demand to identify opportunities for growth.
- Recommend pricing strategies and promotional initiatives based on market intelligence.

6. Reporting & Planning

- Prepare regular sales reports, forecasts and pipeline updates for the Executive Team.
 - Analyse sales performance and identify areas for improvement.
 - Develop annual sales plans, budgets and account strategies aligned with business objectives.
 - Maintain accurate account and activity records in the Company's CRM system.
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REQUIREMENT

1. Qualifications & Experience

- Minimum 7 years' sales experience in luxury hospitality, with a track record of achieving revenue targets; prior experience in eco-luxury, safari, or resort segments is an advantage.
- Established network of travel agents, tour operators, DMCs and luxury travel advisors in relevant source markets.
- Strong knowledge of Online Travel Agency (OTA) channels. Existing relationships with key OTA partners and distribution platforms would be a distinct advantage.
- Proven experience representing a brand at international trade shows and industry events.
- Experience managing or mentoring a small sales team.
- Fluent in English. Additional languages such as Arabic, French, Italian or German would be advantageous.
- Experience working in a corporate hospitality environment or managing sales across multiple properties would be advantageous.
- Proficiency with CRM systems and reporting tools; strong Excel/PowerPoint skills.
- Willingness and ability to travel extensively, including internationally.
- Valid driving licence and passport with no travel restrictions.

2. Work Ethics and Integrity:

- Critical thinking, problem-solving, negotiation, and analytical abilities.
- High ethical standards and integrity in handling company information, ensuring confidentiality and data security.
- Able to perform effectively in a fast-paced environment, results-driven environment.
- Ability to think strategically and creatively.

3. Leadership, Innovation and Communication Skills:

- Proven ability to lead, coach and develop high-performing sales teams across diverse regions.
- Excellent communication and interpersonal skills to effectively collaborate with teams, senior management, and external stakeholders.
- Exceptional presentation skills.
- Strong negotiation and commercial acumen with the ability to secure profitable business opportunities.
- Skilled in leading meetings, report writing and strategic planning.

