

Sales and Marketing Manager

One year, fixed-term
Timaru



Te Ana is a unique visitor experience focused on Māori rock art and the wider culture and history of Ngāi Tahu in the Aoraki region. Based in Timaru, our business encompasses guided tours of our new world class Rock Art Centre, and to iconic rock art sites throughout the district. Our aim is to engage our visitors in authentic, meaningful and personal experiences of Ngāi Tahu culture.

Our team wishes to attract an energetic and creative individual to represent our business to the tourism channels and within the local market. You will need a passion for sales but more importantly, a sound knowledge of tourism industry dynamics. You will be responsible for relationships with national and international supplier channels, contract negotiations (inbound and wholesaler), the ongoing training of supplier reservation staff, liaison with tour drivers & tour guides and hosting of industry, key accounts, VIP's and other key contacts as required.

Attributes we seek for this role:

- a history of achievement in sales in a tourism environment is essential
- an understanding of relationship based selling and key sales techniques
- superb communication skills both written and verbal
- a goal focus, resilience and determination to succeed
- a team player, self-motivated with a sense of urgency
- top organisational and follow up skills.

This is a unique opportunity to bring a recently developed cultural product to market. The position provides an outstanding prospect for an effective relationship builder and strategic thinker to advance their tourism career. We offer a strong team environment and management who value hard work and communicate well with staff.

A position description is available by email. Contact Te Ana Manager, Amanda Symon (027 231 6937) to discuss the role in confidence, and to apply please forward your CV and letter of application by email to office@teana.co.nz Applications close Friday 10th August 2012.



Nau mai, haere mai – welcome to Te Ana, a unique Māori cultural experience where you can discover the stories of Māori rock art and immerse yourself in Ngāi Tahu culture!