

CAREER OPPORTUNITY

Business Development Sales Executive – Gauteng (Ref. BDSE/SA/07/26)

Air Mauritius is the National Airline company of the Republic of Mauritius and currently operates direct flights to Europe, India, Africa, Australia, South East Asia and Indian Ocean islands.

The company is looking for a dynamic and highly motivated candidate to fill in the position of Business Development Sales Executive - Gauteng. If you feel you have the right profile, it is your chance now to start a challenging career and the opportunity to become part of a dedicated and professional team.

JOB PROFILE:

The Business Development Sales Executive – Gauteng will assume overall responsibility of the allocated region by achieving and increasing all revenue in line with the Air Mauritius Sales Strategy.

The duties and responsibilities will include the following inter-alia:

- Actively visit and sell to allocated Agents the products and services of Air Mauritius and establish long term sustainable relationships with customers
- Develop and implement a sales plan for the respective portfolio
- Monitor, analyse performance and ensure cost effectiveness of all activities in the allocated portfolio or area of responsibility
- Maximise existing customer potential and identify new business opportunities to generate incremental revenue, market penetration and development
- Promote e-Commerce, strong direct sales focus in line with reducing redistribution costs and direct collaboration with customers

PREREQUISITES:

- Tertiary education - Degree or Diploma (preferably in Sales and Marketing, Business Studies or Travel, Tourism and Hospitality) from a recognised University/Institution or an equivalent qualification acceptable to Air Mauritius
- Minimum 5 years sales experience in Airline, Tour Operator and Travel Trade environment

OTHER REQUIREMENTS:

- Knowledge of the travel landscape in South Africa is compulsory
- Proven track record in winning and retaining new business in both leisure and corporate
- Self-motivated with gravitas and high integrity with excellent communication, listening, interpersonal and presentation skills essential.
- Proven business acumen with strong commercial/financial awareness and ability to communicate (verbal and written) with demonstrable skill
- Knowledge of PowerPoint, Word, Excel and Outlook is compulsory, Digital/E-Commerce experience an advantage
- Flexibility to travel, attend after-hours' functions and work weekends (undefined hours)
- Ability to communicate and negotiate at a Senior Management Level
- Ability to complete analysis on revenue production, achieve and exceed set revenue targets
- Monitor and control: revenue targets and set targets for each customer based on potential
- Proven track record in managing large customer/supplier accounts and ensuring revenue is delivered to contractual targets - compulsory

PACKAGE

Competitive and commensurate with qualifications and experience.

APPLICATION PROCEDURE:

Qualified and interested candidates are invited to apply by submitting a completed application form. The form can be downloaded from the Air Mauritius Website or can be accessed [here](#) (Please click).

It is compulsory to send the completed application form together with a full curriculum vitae, educational certificates and documented evidence of work experience to recruitment_mkhr2@airmauritius.com (*the size of the email should not exceed 13MB*) latest by **27th July 2026**.

Only those candidates with the right to work in South Africa will be considered.

All applications will be treated in strictest confidentiality.

The Company reserves the right:

- To convene only the most suitably qualified candidates for the selection exercise(s);
- To make no appointment following this advertisement.