

CAREER OPPORTUNITY

Sales and Marketing Manager Southern Africa (Ref. SMM/SA/07/25)

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.

In order to meet the challenges of growth it has experienced and to ensure an effective sales service to the market, the Company is looking for a dynamic, creative and self-driven individual to fill in the position of **Sales & Marketing Manager Southern Africa**.

JOB PROFILE:

Reporting to the Country Sales Manager, the incumbent will be based in Johannesburg and will be responsible to develop and manage the sales and marketing portfolio of Air Mauritius in South Africa.

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

- Lead the Sales Team to deliver the business plan designed to exceed the commercial goals for the region;
- Achieve and exceed the set revenue target, profitability, market share, client retention, new business acquisition, brand awareness across all sales and distribution channels;
- Relationship management with internal and external customers, key account management, analysis of figures, managing and developing people, planning, implementation and evaluating the Sales & Marketing strategy.

EXPERIENCE AND PROFESSIONAL COMPETENCE:

- Matric (Grade 12) or equivalent qualification acceptable to the company
- Degree in Marketing/Business Management/Management from a recognised institution
- Minimum 5 years experience in the travel industry in a Management role, preferably in an airline environment

OTHER REQUIREMENTS:

- In-depth knowledge of systems and fares is crucial
- Current experience and knowledge of travel trade distribution/travel landscape is essential
- Demonstrate ability to influence at a Senior Management level
- Experience in people management is essential
- Superior influencing skills and proven ability to rebound after setbacks
- Ability to quickly identify and correctly evaluate revenue opportunities
- A high level of maturity, confidentiality and trust is pertinent to this role
- Computer literacy - Excel compulsory, Word, Outlook, knowledge of Amadeus is an advantage
- Business writing skills

PACKAGE:

Competitive and commensurate with qualifications and experience.

APPLICATION PROCEDURE:

Interested candidates meeting the requirements are invited to send their application. Please complete the Company's application form which can be downloaded from the Air Mauritius Website. [Click Here](#)

It is compulsory to send your application form together with your full curriculum vitae, your educational certificates and documentary evidence relating to work experience to recruitment_mkhr2@airmauritius.com (the size of the email should not exceed 13MB) latest by **14 July 2025**.

Applicants must have South African citizenship. We conform with the employment equity act.

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.