

JOB OPPORTUNITY: SALES EXECUTIVE

ZEBRA TRAILS is seeking a passionate and dynamic Sales Executive to join our team. In this role, you will be at the forefront of our business, promoting our unique and thrilling motorcycle tours to inbound and outbound customers. We are looking for someone who not only loves to travel but is also enthusiastic about motorbike adventures, making you the perfect ambassador for our brand.

- Do you have sales experience, online and offline?
- Are you communicative strong, good listening and with strong presentation skills
- Are you comfortable with computers, emails, cloud services, and powerpoint?
- Are you driven by results, but you want to ensure quality and moral standard?
- And do you want to be part of a small but growing international team working with international clients

THEN CONTACT US!

About us

ZEBRA TRAILS is a concept of DragonTrails International. Dragon Trials is international tour operator that combines international quality with local knowledge. We are specialists in adventurous motorcycle tours and self-drive car routes in Asia and Africa. We develop and customize programs for international tour organizations and private groups

Job Description

- Be responsible for a sales strategy to target OTA's , corporates and b2b clients, work closely with the Marketing Executive at HQ and the Strategic Partnerships Director
- Generate new leads through various channels and tools, ensuring a steady pipeline of potential clients.
- Participate in sales meetings and presentations with B2B and corporate partners, showcasing our motorcycle tours and custom self-drive experiences.
- Respond promptly to client inquiries, prepare quotations, and manage follow-ups to close deals.
 - This is initially for the East African Products, but over time there is the possibility to also promote the South East Asia product portfolio
- Maintain and update the sales database to ensure accurate tracking of leads, opportunities, and customer interactions.
- Coordinate with Marketing Executive to develop compelling promotional materials and campaigns that highlight our unique tour offerings.
- Establish and nurture relationships with international tour organizations, travel agents, and private group organizers.

- Identify, evaluate, and act on new sales opportunities to meet and exceed revenue targets.
- Work close with the operations team to ensure smooth tour execution and high customer satisfaction.
- Monitor market trends and competitor activity to refine sales approaches and improve overall competitiveness.
- Any other requirements from Management

Requirements and skills

- Minimum of 2 years of sales experience, preferably in the travel or tourism industry.
- English fluency.
- Strong passion for travel, knowledge about Kenya tour destinations; an interest in motorbike adventure is a nice add-on
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Familiarity with international markets and clients is a plus.
- A positive attitude and a commitment to customer service excellence.
- Proactive in work with a can-do attitude, open mindset and flexible attitude.
- A trustworthy person.

Benefit

- Competitive salary and commission structure.
- Flexible work environment with a focus on work-life balance.
- A personal growth plan - Professional development and training opportunities.
- Supportive and enthusiastic team culture.

How to Apply

Please send your CV plus covering letter to info@dragon-trails.com . The covering letter needs to entail a clear motivation why you think you fit the job, and why you like to work for specifically our company.

The deadline for applications is 10 August 2025, but we will start interviews earlier if there are suitable candidates.

The start of the position is a.s.a.p.

Our office is based in Thogoto, near Kikuyu.

