



## **SALES CONSULTANT – Destination Management Solutions / DMSiTOS**

## **PRE-SALES CONSULTANT – Destination Management Solutions / DMSiTOS**

**DMS Software Technologies (Pvt) Ltd** (DMS) a member of the DMS Group a pioneer in the Information & Communication Technology Industry in Sri Lanka for more than 30 years servicing more than 5,000 customers in various industries.

**DMSiTOS** is a proven and highly scalable solution for the Destination Management Industry. DMS has over 20 years of experience providing end to end solutions to Destination Management Companies (DMC) in Sri Lanka.

DMS is looking for Sale/Presales Consultants to lead their sales & marketing drive to a new dimension by giving these roles a great flexibility and responsibility suited for highly motivated and organized individuals looking for exciting and new challenges in this fast expanding industry.

### **Required Qualifications and Experience**

- A good working knowledge of the DMC Industry is essential.
- Having strong relationships with Tour Operators, Hotels, and Suppliers etc will be an added advantage.
- Experience in DMSiTOS Application Suite and prior experience in selling solutions will be an added advantage.
- Excellent Communication, Presentation and Interpersonal skills is a necessity.
- CIM Full/Part Qualification OR Degree in Marketing/Business Management.
- A good track record of sales within the inbound tour industry is required.
- Account managing and retaining a portfolio of key clients to ensure high levels of customer satisfaction.
- Implementing marketing strategies by collecting client feedback, studying market trends and conducting competitors' analysis.

Please forward your CV to [jobs@dmsswt.com](mailto:jobs@dmsswt.com)

## DMS Software Technologies (Pvt) Ltd



[www.dmsswt.com](http://www.dmsswt.com)