

Job Title: Corporate Sales Executive – Sports Tourism

Location: Bangalore, India

Company: ITW UXP

About Us:

ITW UXP is a leading sports tourism company dedicated to enhancing engagement during sporting events. We specialize in providing unparalleled experiences that connect fans with their favorite sports and teams.

Position Overview:

We are seeking a dynamic and passionate Corporate Sales Executive with 3 to 4 years of experience in sales, preferably from the hospitality industry or five-star hotels. The ideal candidate will possess a strong ability to engage with CXOs and develop lasting relationships with corporate clients. This role requires a proactive individual with a hunger for new ideas and innovative strategies to drive business growth.

Key Responsibilities:

- Manage and grow corporate sales in the sports tourism sector.
- Build and maintain relationships with CXOs and decision-makers in corporate clients.
- Identify new business opportunities and develop strategies to capture them.
- Collaborate with the marketing and product teams to align offerings with market needs.
- Represent ITW UXP at industry events and networking opportunities.
- Travel across India as needed for business development and client meetings.

Qualifications:

- 3 to 4 years of experience in corporate sales, preferably in the sports tourism sector or from hospitality/five-star hotels.
- Strong communication and interpersonal skills with the ability to engage with senior executives.
- A genuine passion for sports and live events.
- Demonstrated ability to develop and implement innovative sales strategies.
- Willingness to travel frequently across India for business development.

What We Offer:

- A vibrant work environment at the forefront of sports tourism.
- Opportunities for professional growth and development.
- The chance to be part of a passionate team dedicated to creating unforgettable experiences for sports fans.