



Sales and Marketing Maasai Mara

Emboo River is looking for a Marketing and Sales professional to join our team. Our Marketing and Sales team plays a key role in sharing the story and ethos of Emboo River with guests, travel agencies, media partners, sustainability advocates and beyond. This role offers the chance to contribute to a pioneering team and vision that is reshaping the travel industry and setting benchmarks for sustainable business strategies.

The ideal candidate will be an experienced Marketing & Sales professional who is:

- Motivated to be part of a strong team and to be a team player within Emboo River
- Passionate about travel and sustainability and sharing this experience with guests
- Outgoing, with the ability to bring to life the Emboo River brand in a way that is consistent with our vision
- Well-versed with the travel industry
- Comfortable with a hands-on environment that involves supporting end to end campaign execution
- Organised with project management skills and attention to detail
- Well-versed on the topics of sustainability, community empowerment and nature conservation
- Customer minded and always thinking about how our customers interact with the Emboo River experiences

The role's main responsibilities include

- Act as a point of contact for sales, creating trips, making invoices, and supporting guests throughout the booking process
- Support and implement short and long-term marketing strategies to meet sales team goals and annual sales targets
- Actively seek new business using marketing campaigns, site visits, and other methods
- Generate new business while also increasing customer loyalty
- Support events and partnerships to deepen connections with business targets and markets

Preferred qualifications include

- 3+ years of generalist marketing and sales experience, preferably in a fast-paced oriented environment
- Previous experience in the sales and reservations department in the hospitality industry is a plus
- Kenyan national
- Bachelor's degree in Marketing, Business or similar, and a demonstrated ability in quantitative fields
- Strong written and verbal communication skills in English
- Strong computer skills, including understanding of email, website management, canva, booking platforms and other platforms
- The ability to take initiative in a constantly-changing work environment

Remuneration and benefits are market-related and in line with a position of this standing. The role will be based in Nairobi with regular travel to Maasai Mara National Reserve, and the possibility to work from home from time to time.

Interested candidates who can show the required experience, skills and motivation are encouraged to submit a CV, a supporting motivation letter and an informal introduction video (no longer than 2 minutes) to career@emboo.camp and marketing@emboo.camp