Independent International Sales Agent

Company: Royal Star Expeditions Ltd

Location: Remote (International)

Remuneration: 50% Profit Share per Successful Booking

Position Type: Independent Contractor / Commission-Only

About Royal Star Expeditions Ltd

Royal Star Expeditions Ltd is a premier, indigenous-owned tour operator headquartered in Nairobi, Kenya.
We specialize in "Affordable Luxury" across Kenya, Uganda, Tanzania and Zanzibar. From the iconic Maasai Mara Great Migration to the pristine shores of Diani Beach, we curate unforgettable, tailor-made African safaris and adventure holidays. We are a mission-driven company, committed to Sustainable Tourism through our "50% Promise," where half of our profits support rural Kenyan communities and schools.

Role Overview

We are seeking a high-performing, self-motivated Independent Sales Agent based abroad to expand our global footprint. You will act as our international ambassador, identifying and securing high-value clients looking for authentic East African travel experiences. This is a results-driven role offering an industry-leading 50% profit share on every successful booking you facilitate.

Key Responsibilities

* Business Development: Proactively identify and engage potential international clients, travel groups, and corporate partners.

* Consultative Selling: Understand client preferences to recommend tailored safari packages, luxury accommodations, and specialized excursions.

* Relationship Management: Build and maintain a pipeline of international travelers, ensuring high satisfaction to encourage repeat business and referrals.

* Marketing Advocacy: Promote our unique "Travel with Purpose" mission and diverse destination portfolio (Kenya, Uganda, Tanzania, Zanzibar) to a global audience.

+254 715 040035
+254 733580387
MIMA CENTER 3RD FLOOR. RM 18B
info@royalstarexpeditions.com
www.royalstarexpeditions.com

* Seamless Coordination: Collaborate with our Nairobi-based ground handling team to ensure a smooth transition from sale to execution.

Requirements & Skills

* Proven Sales Track Record: Minimum 2–3 years of experience in travel sales, luxury hospitality, or high-ticket independent consulting.

* Market Knowledge: Deep understanding of international travel trends and the expectations of a discerning global clientele.

* Communication: Exceptional professional verbal and written communication skills in English; additional languages are a significant advantage.

* Independence: A self-starter with the discipline to manage their own schedule and lead-generation strategies without daily supervision.

* Passion for Africa: A genuine enthusiasm for East African wildlife, culture, and sustainable tourism.

What We Offer

* Unmatched Earning Potential: A lucrative 50% profit share on the net profit of every booking you close.

* Flexibility: Complete control over your working hours and sales methods; no fixed office location.

* Premium Product Portfolio: Access to high-quality, pre-vetted lodges, private guides, and exclusive itineraries that are easy to sell.

* Impactful Brand: The opportunity to represent a company that directly transforms lives in rural Kenya through its profit-sharing initiatives.

How to Apply

If you are a driven sales professional with an established international network, we want to hear from you. Please send your professional profile or resume and a brief outline of your sales strategy to info@royalstarexpeditions.com

+254 715 040035
+254 733580387
MIMA CENTER 3RD FLOOR. RM 18B
info@royalstarexpeditions.com
www.royalstarexpeditions.com