

# Sales Manager (m/f)



## What exactly does my mission involve?

- Be responsible for planning and managing the overall sales and marketing of the hotel
- Maximize revenue, and meeting/exceeding hotel profit objectives
- Create and Monitor marketing initiatives
- Supervize reservation and sales department

Apply on line for the Sales Manager (M/F) positions

## This profession exists...

In the most of upscale hotels and in the headquarters of the Group in the world

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[Personality](#) | [Activities](#) | [Qualifications / Experience](#) | [Progression](#)

At ease with people  
Commercial know-how  
Leadership  
Analytical and adaptable  
Team leader

### Customer relations

Actively participate in sales presentations, property tours and customer meetings  
Propose appropriate responses to customer needs  
Develop and retain customer portfolios  
Anticipate and address guest issues and establish proactive processes to promote guest satisfaction

### Professional technique / Production

Direct and manage all sales activities to maximize revenue for the hotel  
Develop new plans and programs and determine their effectiveness  
Manage performance issues that arise within the sales and reservations teams  
Analyse and check how the market in the sector is developing: monthly reporting, preparation of management charts, budget management.  
Manage/direct all advertising, public relations and promotional activities in conjunction with corporate marketing and public relations departments

### Team management

Conduct a daily briefing with departments on current key activities

Interact in a positive way with all team members to ensure a guest experience  
Integrate, train and supervise employees and supports them in their professional development

**Administration**

Set sales and expenses budgets for his/her area of responsibility. Follow them up and ensures corrective actions as necessary.

Ensure the implementation and the monitoring of process

Ensure optimal compliance with corporate sales strategy

Business school

5 years experiences in sales management

Fluent in English and national language, 3rd language a plus

Knowledge of desktop applications

General Manager

Regional Manager

A Group hotel of a different brand or with higher capacity

International mobility