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