

United Arab Emirates Jobs Expertini®

Account Director, Sales - Consortia

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Company: AIAIamein International University

Location: dubai

Category: other-general

Job Description

Account Director, Sales - Consortia (7248)At Atlantis, we exist to bring the extraordinary to every holiday and experience through connection, empowerment, precision, care and warmth. Inspired by the majesty and mystery of the ocean, Atlantis resorts are unique destinations full of life, wonder and surprise, where we seek to exceed our guests' expectations at every possible turn. Atlantis Dubai is an iconic entertainment destination comprised of two world-class resorts; Atlantis, The Palm and Atlantis, The Royal; offering an unbeatable opportunity for you to grow and develop in your career. With a sense of exhilaration and discovery, we create unforgettable memories by providing guests the opportunity to discover an extraordinary world filled with thrilling adventures. Whether we are designing a couple's retreat or serving the extraordinary in one of our award-winning celebrity chef restaurants, we approach everything with imagination to spark a sense of courage, inspiration and innovation. This is not simply our job, it's our passion.

About the roleAs an Account Director, Sales, you will manage existing accounts and develop new business for Atlantis the Palm and Atlantis the Royal from the international leisure markets, specifically the European or USA and South American, and consortia markets. You will position Atlantis the Palm and Atlantis the Royal within the leisure segment at the respective markets as one destination, while communicating the key differentiators of Atlantis the Palm versus Atlantis the Royal to the clients and ensure their understanding of each products value. You will also penetrate the luxury segment to fit to Atlantis the Royal (directly and indirectly) and drive luxury business toward the property. You will have a passion for sales, love exceeding

targets and pursuing new and exciting business opportunities, while introducing Atlantis the Royal as a new product to the accounts and ensure showcasing the property through product experience visits (site inspections, FAM trips. A key part of the Account Directors' role will also be to supervise, lead and coach Sales Managers, Assistant Managers, and Executives to fulfill their targets and meet the high expectations of Atlantis Dubai. About you The successful Account Director will have a minimum of 5 years previous management experience and have previous experience working within a 5-star resort/hotel, looking after the European or US, South American and consortia leisure markets. You will have UAE Sales experience garnered across Leisure/FIT segments preferably, and have a concrete understand of the luxury hospitality markets. Speaking an additional language such as French or German will also be hugely advantageous, as well as possessing good spoken and written English. Experience working within a resort, and within Dubai is also advantageous. Functional knowledge of systems such as Opera and Salesforce is also hugely advantageous. Join a team that is adventurous, creative, warm-hearted and extroverted. We believe in making our guests happy beyond anything they have ever imagined. We wow them at every turn and create memories that will last a lifetime. You will be at the heart of this vision, to constantly innovate to deliver Amazing Experiences and Everlasting Memories.

Job Requirements

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