

United Arab Emirates Jobs Expertini®

Account Director, Sales

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Company: Atlantis Dubai

Location: dubai

Category: other-general

Job Summary

As 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 Scandinavian & European Markets, excluding the UK. 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/Scandinavian leisure markets. You will have UAE Sales experience garnered across Leisure/FIT segments.

Speaking an additional European language 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.

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