

**Area Sales Support Manager Jobs in Dubai | Radisson Hotels Jobs**

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Company: Radisson Hotels

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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**Description:**

Our Sales Team with their winning edge and passion for driving revenue and growth, strive to deliver a hospitality experience that is beyond expectation – creating memorable moments for our guests.

**Job Responsibilities:**

Strategically support the revenue generation of the area by administrating and developing sales tools and systems, such as SAP Sales Cloud, Lanyon, TravelClick, Sales Presenter, Cvent etc. and executes training for the sales teams according to their needs.

Coordinates a thorough and successful business case season to ensure MEA hotels are invited to and accepted on global RFP's.

Responsible for organization and execution of key exhibitions and events, such as ATM, fam trips etc.

To drive profitable revenue and market share growth for hotels through the focus on a selected portfolio of strategic accounts.

## Job Requirements:

Desirable higher education qualification, apprenticeship in hospitality industry or equivalent previous experience in hotel or events

3 years' experience within the hospitality or travel industry.

Strong supervisory and managerial skills with a hands-on approach and lead-by-example work style

Commitment to delivering exceptional guest service with a passion for the hospitality industry

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