

Assistant Director of Sales Jobs In Dubai | Hilton

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Company: Hilton

Location: dubai

Category: other-general

Assistant Director of Sales Jobs In Dubai | Hilton

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As Assistant Director of Sales, you will be responsible for working closely with the Senior Management Team to drive business needs and expand existing business through promotional efforts and sales channels. An Assistant Director of Sales will work to develop the sales group and groom a high-performing sales team. Specifically, you will be responsible for performing the following tasks to the highest standards:

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Responsibilities

Manage hotel sales and marketing plans to ensure they accurately interpret and support the objectives of the business and use these plans to focus the sales efforts for all market segments

Work closely with the Senior Management Team to identify and drive focused activities on elements of the business that require additional support

Contribute to the development of company sales and marketing initiatives by recommending, implementing and monitoring appropriate local activity

Organise comprehensive information describing the range of products and services offered by the hotel and deliver this information through relevant sales resources and sales channels to existing and potential Guests

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Requirement

Positive attitude and good communication skills

Commitment to delivering a high level of customer service

Excellent grooming standards

Strong leadership skills, whereas it is evident that you can effectively manage and motivate a team to perform beyond expectations

Strong analytical skills so to understand key business indicators and competitive trends and develop approaches to these challenges

Excellent selling capabilities and the ability and desire to coach selling techniques to Team Members

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