

## Assistant Director of Sales - Leisure

[Apply Now](#)

Company: Autograph Collection Hotels

Location: Dubai

Category: healthcare-practitioners-and-technical

### JOB SUMMARY

Responsible for proactively soliciting and managing large group/catering related opportunities with significant revenue potential. Manages group/catering opportunities not handled by an Event Booking Center (EBC). Actively up-sells each business opportunity to maximize revenue opportunity. Achieves personal and team related revenue goals. Verifies business is turned over properly and in a timely fashion for proper service delivery. Responsible for driving customer/guest loyalty by delivering service excellence throughout each customer/guest experience. Provides service to customers in order to grow the account on behalf of the company.

**CANDIDATE PROFILE**

**Education and Experience**

- High school diploma or GED; 2 years experience in the sales and marketing, guest services, front desk, or related professional area. OR
- 2-year degree from an accredited university in Business Administration, Marketing, Hotel and Restaurant Management, or related major; no work experience required.

**CORE WORK ACTIVITIES**

**Understanding Market Opportunities & Driving Revenue**

- Targets group/catering accounts, markets, or segments with heavy emphasis on proactive solicitation and account saturation.
- Partners with group/catering counterpart to effectively manage the business opportunity.
- Responds to incoming group/catering opportunities for the property that are outside parameters of the .
- Handles all opportunities if property does not participate in an EBC.
- Identifies, qualifies and solicits new group/catering business to achieve personal and each property's revenue goals.
- Focuses efforts on group/catering accounts with significant potential sales revenue.
- Develops effective group/catering sales plans and actions.
- Designs, develops and sells

creative catered events. • Maximizes revenue by upselling packages and creative food and beverage. • Understands the overall market - competitors' strengths and weaknesses, economic trends, supply and demand etc. and knows how to sell against them. • Closes the best opportunities for each property based on market conditions and individual property needs. • Uses negotiating skills and creative selling abilities to close on business and negotiate contracts. Providing Exceptional Customer Service • Handles complex business with significant revenue potential as well as significant customer expectations. • Builds and strengthens relationships with existing and new customers to enable future bookings. Activities include sales calls, entertainment, FAM trips, trade shows, etc. • Develops relationships within community to strengthen and expand customer base for group/catering sales opportunities. • Supports brand's Service and Relationship Strategy, driving customer loyalty by delivering service excellence throughout each customer experience. • Provides excellent customer service in order to grow share of the account. • Executes brand's Customer Service Standards and property's Brand Standards. • Executes and supports the business Customer Service Standards and property's Brand Standards. • Participates in and practices daily service basics of the brand. • Executes exemplary customer service to drive customer satisfaction and loyalty by assisting the customer and ensuring their satisfaction before and during their program/event. • Serves the customer by understanding their needs and recommending the appropriate features and services that best meet their needs and exceed their expectations, while building a relationship and loyalty to the property and brand. • Gains understanding of the property's primary target customer and service expectations; serves the customer by understanding their business, business issues and concerns, to offer better business solution both prior to, and during the program/event. Building Successful Relationships • Works collaboratively with off-property sales channels (Market Sales, Strategic Accounts) to ensure sales efforts are coordinated, complementary and not duplicative. • Manages and develops relationships with key internal and external stakeholders. • Uses sales resources and administrative/support staff. Additional Responsibilities • Utilizes intranet for resources and information. • Conducts site inspections. • Creates contracts as required. • Executes and supports the operational aspects of business booked generating proposal, writing contract, customer correspondence).

[Apply Now](#)

## Cross References and Citations:

1. Assistant Director of Sales - LeisureMediajobs Jobs Dubai Mediajobs ↗
2. Assistant Director of Sales - LeisureTaiwanjobs Jobs Dubai Taiwanjobs ↗
3. Assistant Director of Sales - LeisurePanamajobs Jobs Dubai Panamajobs ↗
4. Assistant Director of Sales - LeisureParisjobs Jobs Dubai Parisjobs ↗
5. Assistant Director of Sales - LeisureComputerjobs Jobs Dubai Computerjobs ↗
6. Assistant Director of Sales - LeisureSoftwarejobsJobs Dubai Softwarejobs↗
7. Assistant Director of Sales - LeisureAutomationjobs Jobs Dubai Automationjobs ↗
8. Assistant Director of Sales - LeisureTollywoodjobsJobs Dubai Tollywoodjobs↗
9. Assistant Director of Sales - LeisurePharmacistjobs Jobs Dubai Pharmacistjobs ↗
10. Assistant Director of Sales - Leisure Jobsinsaudiarabia Jobs Dubai Jobsinsaudiarabia ↗
11. Assistant Director of Sales - Leisure Ukrainejobs Jobs Dubai Ukrainejobs ↗
12. Assistant Director of Sales - Leisure CleanerjobsnearmeJobs Dubai Cleanerjobsnearme↗
13. Assistant Director of Sales - Leisure Jobspakistan Jobs Dubai Jobspakistan ↗
14. Assistant Director of Sales - Leisure Industryjobsearch Jobs Dubai Industryjobsearch ↗
15. Assistant Director of Sales - Leisure Architecturejobs Jobs Dubai Architecturejobs ↗
16. Assistant Director of Sales - Leisure DatasecurityjobsJobs Dubai Datasecurityjobs ↗
17. Assistant Director of Sales - Leisure Investmentbankerjobs Jobs Dubai Investmentbankerjobs ↗
18. Assistant Director of Sales - Leisure Highestpayingjobs Jobs Dubai Highestpayingjobs ↗
19. Assistant director of sales - leisure Jobs Dubai ↗
20. AMP Version of Assistant director of sales - leisure ↗
21. Assistant director of sales - leisure Dubai Jobs ↗

22. **Assistant director of sales - leisure Jobs Dubai** ↗
23. **Assistant director of sales - leisure Job Search** ↗
24. **Assistant director of sales - leisure Search** ↗
25. **Assistant director of sales - leisure Find Jobs** ↗

Source: <https://ae.expertini.com/jobs/job/assistant-director-of-sales-leisure-dubai-autograph-collection-378abeb93d/>

Generated on: 2024-05-06 by Expertini.Com