

Assistant Sales Manager Jobs In Dubai UAE | Hilton

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Company: Hilton

Location: dubai

Category: other-general

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An Assistant Sales Manager analyses local market trends and competitor activity to recommend strategies that keep the hotel a leader in the marketplace through the development of future and repeat business.

Responsibilities:Analysis local market trends and competitor activity to identify business leads

Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams

Negotiate room rates/packages with corporate clients

Develop and implement creative local marketing channels, including social media channels

Prepare company contracts for the hotel in accordance with current business and pricing conditions

Work within current business strategies and recognising potential opportunities

Cooperate with other departments in the hotel to create an exceptional Guest experience and build strong, comprehensive sales programs

Attend Sales events, as requiredRequirements:Knowledge of local market

Knowledge of hospitality

Passion for sales and for achieving targets and objectives

Degree-level qualification in a relevant field#J-18808-Ljbfrr

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