

United Arab Emirates Jobs Expertini®

Business Development Manager - Government

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Company: Shangri-La Group

Location: abu dhabi

Category: other-general

English & Arabic speaker Solid Sales Experience in handling government accounts in a luxury property with in UAE Experience in handling government accounts in Abu Dhabi Emirate will be considered as an added advantage Strong OPMS knowledge. Ability to network, building strong & meaningful business relationships. What will you do? Personally handle government accounts and Establish & maintain files of hit lists accounts and Ensure Shangri-La account management is strictly adhered to Conduct and organize site inspection, entertainments in order to create awareness of our products for the clients. Closely monitor accounts revenue and business production of own portfolio to maximize up selling opportunities Executes Sales & Marketing action plans to promote hotel's promotions, facilities and activities (blitzs, telesales, face to face sales call etc.) Responsible for Determining and qualifying all sales personnel's individual revenue goals and targets as outlined within the hotel KPI structure. Operate in a safe and environmentally friendly way to protect guests' and colleagues' health and safety, as well as protect and conserve the environment Keeps abreast of current & future competitor's products, pricing & sales programs. Develop & Execute effective Business Development Strategies. Be familiar with and use the sales software solutions. Other duties relating to the BDM function.

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