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Cluster F&B Sales Executive Jobs In Dubai UAE | Accor

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As a Cluster F&B Sales Executive, you will maximize revenue opportunities in the areas of Food & Beverage and events by driving sales leads and increasing conversions. The Cluster F&B Sales Executive will interact frequently with Guests and customers with the intention of earning repeat and expanded business. Specifically, a Cluster F&B Sales Executive will perform the following tasks to the highest standards:

Responsibilities:Responsible for identifying and prospecting new business opportunities to drive sales growth within the Food & Beverage department.

Develop and implement sales strategies to attract potential customers and promote food and beverage products/services.

To build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.

Have regular communication, addressing customer inquiries and concerns, and providing timely solutions.

As a Cluster Food and beverage sales executives should have a deep understanding of the company's products and services.

Should promote and showcase the features, benefits, and unique selling points of the food and beverage offerings to potential customers.

Should conduct market research to identify trends, competitor activities, and customer preferences.**Requirements:**Achieves F&B sales goals as set forth by the Hotel and Cluster

F&B Sales & Marketing budget.

Solicits signature for company contracts and other new business.

Assists in the development and implementation of the Hotel Cluster F&B sales / marketing plan to ensure all Revenue goals will be met and exceeded.

Attend relevant functions to ensure that the Hotel has the appropriate focus / representation in the market.

Reporting clients' and guests' feedback.#J-18808-Ljbfrr

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