

Commercial Director Jobs in Fujairah | DoubleTree By Hilton

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Company: DoubleTree By Hilton

Location: Fujairah

Category: business-and-financial-operations

1- Commercial Director

Job: Full Time

Location: Fujairah, UAE

Description:

The Commercial Director is responsible for developing a commercial strategy covering all segments and channels to maximize total revenue and profit performance as well as market share penetration of the hotel.

Job Responsibilities:

Work with the GM, Finance and Operations Director to ensure profits are maximized in line with TGOP and EBITDA targets set.

Ensure Business Review Guidelines (current to + 5 years) all Pricing & Rate Quotation Strategies are in place in order to maximize all pricing components of sales and catering opportunities and achieve positive group market share.

Support various On Property, RDOS's, and Area Marketing teams in coordinating hotel level marketing, sales and public relations activities. Liaise with regional support and brand teams to provide maximum benefit to hotel performance.

Support the Cluster Revenue Managers/On Property Revenue Manager and RMCC to establish an optimal mix, review and validate forecasts, develop strategies for different demand periods, and review and approve retail and group pricing strategies.

Job Requirements:

Minimum of 3+ year's hospitality/travel industry experience in a revenue generating or commercial services role.

Minimum 3+ years of experience presenting sales plans, presentations, etc. to senior level executives and constituent groups

3+ experience working in a collaborative/matrixed environment

3+ years working with departmental financial data to make strategic/tactical decisions

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