

Commercial Manager Jobs In Sharjah | Hilton

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Company: Hilton

Location: Sharjah

Category: other-general

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The Commercial Manager, 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 by managing revenue streams, marketing activity and implementing and delivering sales strategies along with developing a high-performing commercial team.

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Responsibilities

Direct accountability for delivering all hotel revenues including: Rooms / Group, Conference and Events / Food and Beverage / Other revenues.

Own commercial strategy from planning through to execution using the Hilton commercial focus process.

Develop in conjunction with leadership team a commercial strategy that is robust, maximises revenue opportunities and correctly positions our hotel within the marketplace deriving maximum market share.

Manage and lead a high performing commercial team day-to-day to achieve set goals reflected in the hotels commercial strategy contributing to the overall hotel strategy.

Ensure our rate or volume strategy is optimised to deliver results – this will involve developing a close, effective working relationship with our central revenue team.

Manage the hotels revenue and booking systems ensure the information is accurate and up-to-date to allow the hotel maximise yield and ADR.

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Requirement

Creation and delivery of a creative marketing plan that helps establish our hotel within the marketplace both locally and nationally.

Stay up to date with Hilton initiatives and communicate them to team members.

Ensure Team Members have the correct knowledge for all relevant processes, policies and promotions, as necessary, to perform their duties.

Manage staff performance in compliance with company policies and procedures. Recruit, manage, train and develop the hotels sales team.

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