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Corporate Sales Manager | Mandarin Oriental Hotel Group Abu Dhabi

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Company: Mandarin Oriental Hotel Group

Location: abu dhabi

Category: other-general

Corporate Sales Manager | Mandarin Oriental Hotel Group Abu Dhabi

Mandarin Oriental Hotel Group is the award-winning owner and operator of some of the world's most luxurious hotels, resorts and residences. Having grown from its Asian roots into a global brand, the Group now operates 36 hotels and 7 residences in 23 countries and territories, with each property reflecting the Group's oriental heritage and unique sense of place. Mandarin Oriental has a strong pipeline of hotels and residences under development, and is a member of the Jardine Matheson Group.

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College Degree – 4 years or equivalent experience

Luxury hotel Sales preferred (minimum of 3 years) or 3 – 5 or operational hotel experience

Proven sales track record a plus

Working computer skills and knowledge including but not limited to Excel, Word, PowerPoint, Internet and Opera.

Reading, writing and oral proficiency in the required languages

Good personal and professional references

Travel: varies but approximately 10%

Sales Philosophy: Aggressive in pursuing lead opportunities

Creativity in connecting with decision-makers

Telephone prospecting skills

Time Management Skills

Selling through Email and person to person

Rapport developing skills

Organization Skills

Leadership Skills

Verbal Communication Skills

Written Communication Skills

Likeability

Resilient

Motivated by goal achievement

Can-do attitude

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