

United Arab Emirates Jobs Expertini®

Director of Sales, Travel Trade

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Company: The Leading Hotels of the World, Ltd

Location: united arab emirates

Category: other-general

We are seeking a highly motivated and experienced Director of Sales, Travel Trade, to join The Leading Hotels of the World (LHW). As a Director of Sales, Travel Trade, you will be responsible for the segment with a strong focus on developing new revenue opportunities with secondary accounts, prospecting new accounts and finding new business opportunities for existing and new member hotels. Key Objectives Responsible for the segment with a strong focus on: Develop new revenue opportunities with secondary accounts. Prospect new accounts Find new business opportunities for existing and new member hotels. Managing the relationship with the top agencies (strategic accounts & managed accounts) and especially VITA ones to drive more retail business to the expense of OTA and WHO segment Representing The Leading Hotels of the World as the leader in luxury to travel trade clients and member hotels. Responsibilities Act as the main point of contact for the strategic, managed and Business development accounts in your assigned territories to drive revenues to member hotels. Provide personalized, strategic account management for managed and business accounts in your assigned territories. Develop new business opportunities and contacts in your assigned territories that will drive revenues to member hotels. Educate hotels on the travel trade segment and provide consulting on how to grow revenue from specific Middle East markets. Effective and constant use of Sales force (CRM) following LHW SOP Represent the company and its values and business principles during Sales Calls, Events & Trade shows Plan virtual and in-person events and relevant activities with member hotels Maximize the opportunities with the given expense budget Work collaboratively with regional colleagues to ensure strategic and procedural alignment Leader All-Encompassing

Responsibilities Influences change by challenging the status quo, proposing ideas, and creating solutions to advance the company forward. Understands the what and why for balancing long-term success with driving strong short-term results for the company. Tolerates complexity, chaos, ambiguity, and lack of structure. Asks questions to understand issues more fully including considering how they connect with other issues, functions, processes, the big picture, and the future. Connects to purpose to originate and innovate. Studies how people behave to influence, inspire, and motivate them. Empowers people by building trust. Takes ownership of outcomes - asks self what I can do to bring about the result I am seeking. Studies the markets and the business (complexities, obstacles, issues and opportunities) Sees what is working and what's not, recommends alternatives to enable better execution. Explores, reframes, creates, and solves to produce better results. Strives to be in sync with the team and the rest of the organization -- achieves alignment. Drives for extraordinary results -- aims high and has a plan behind it. Engages and explores -- applies new discoveries and information to produce better results. Anticipates, doesn't wait to be told.

Requirements, Experiences and Qualifications The ideal incumbent will have: Minimum of 5 years of experience in luxury hospitality sales. Fluent in Arabic and English. Preferably based in KS. Skills and Abilities Possesses fundamental sales skills. Demonstrates solid organizational and planning skills. Translates broad strategic thinking and analysis into a clear course of action. Autonomously and proactively manages key accounts and develops mid-tier accounts. Efficiently multi-tasks and works in a fluid and ever-changing work environment. Works and communicates effectively with clients and hotels from varied and diverse backgrounds. Embodies LHW core values. Effectively prepares written and verbal presentations. Develops effective and creative sales efforts that will realize a ROI for LHW. Exhibits executive polish and presence. Is able to influence and build trust. Is adept at travelling and promoting Leading Hotels of the World within territory.

About The Leading Hotels of the World, Ltd. (LHW) Comprised of more than 400 hotels in over 80 countries, LHW is the largest collection of independent luxury hotels. In 1928, 38 independent hoteliers came together to create LHW. Since then, the Company has carefully curated distinctive hotels, resorts, inns, chalets, villas, and safari camps from the snow-capped Alps of Europe to the African veldt, to share them with adventurous souls who seek the remarkably uncommon. The LHW community is filled with exceptional individuals, united by a passion for the surprising discoveries and details that come with every experience. LHW's collection covers the globe and promises a broad range of destinations and uncommon experiences,

enhanced by LHW's tiered guest loyalty program Leaders Club. From converted former palaces, and countryside retreats run by the same families for generations, to gleaming skyscrapers in dynamic urban centers, serene private island escapes, glamorous tented camps – and beyond – explore, find inspiration, and experience unforgettable travel moments. For more information visit: www.lhw.com, Facebook at @LeadingHotels, Twitter at @LeadingHotels and Instagram @leadinghotelsoftheworldLHW is an equal-opportunity employer. LHW does not discriminate on the basis of religion, race, creed, color, national origin, sex, age, disability, handicap, veteran status, sexual orientation, genetic information, or any other applicable legally protected category.

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