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Global Director of Sales Jobs In Dubai | Minor Hotels

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Company: Minor Hotels

Location: Dubai

Category: sales-and-related

Global Director of Sales Jobs In Dubai | Minor Hotels

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Minor Hotels is an international hotel owner, operator and investor with a portfolio of more than 540 hotels in operation. Minor Hotels passionately explores new possibilities in hospitality with a diverse portfolio of properties designed intelligently to appeal to different kinds of travellers, serving new passions as well as personal needs. Through our Anantara, Avani, Oaks, Elewana, Tivoli, NH Hotel Group, Four Seasons, St. Regis, Marriott and Minor International properties, across Asia Pacific, the Middle East, Africa, the Indian Ocean, Europe and South America.

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Responsibilities

Working with the SVP Global Sales to provide sales and marketing services to all MHG within the assigned sales territory.

Territory includes but not limited to UAE, Oman, Qatar, Kuwait, Jordan, Lebanon, Egypt, Turkey

Provide a full area market intelligence service about the competition and the travel trade market and trends on a monthly basis.

Solicit Segmentation of clientele adapted to the properties: MICE, Corporate, Tour

Operators, Online Travel Agents (OTA), High end travel agents, Tourism Boards and relevant airlines determined by Line Manager.

Carry on the sales in the assigned territory by providing contacts, list of prospects, office facilities and technical equipment as determined by Line Manager.

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Requirement

Bachelor degree in Sales & Marketing or related field.

Proven experience in the hotel or hospitality sales and marketing field, with at least 5 years experienced preferred.

Good communication skills, both verbal and written.

Understands the market and its competitors both locally and internationally.

Be self-motivated, a strong team player and able to work and adapt under pressure.

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