

## Groups, Conference, and Events Sales Executive Jobs in Fujairah

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Company: DoubleTree by Hilton

Location: fujairah

Category: other-general

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Description:

A Group, Conference, and Events (GC&E) Sales Executive manages the Groups, Conference and Events Sales office and the on-property Reservations Team to actively convert customer enquiries into confirmed sales.

**Job Responsibilities:**

Maximise all Group, Conference, and Event revenue opportunities

Review business plans, identify gaps and ensure proactive efforts to fill capacity and meet set targets

Contribute to the selling strategy of the hotel, and manage the departments' adherence to achieving that strategy

Understand the competitive market place and implement approaches to ensure the hotel stays ahead in the local market

Conduct weekly spot checks of five bookings carried out with a minimum of 90% achieved in any departmental and system audits for any Team Member

**Job Requirements:**

Strong analytical skills to understand key business indicators and competitive trends and develop approaches to these challenges

Excellent selling capability and an ability and desire to coach selling techniques to their team

Excellent organisational and planning skills

Accountable and resilient

Ability to work under pressure

Flexibility to respond to a range of different work situations

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