

# United Arab Emirates Jobs Expertini®

## Regional Director Jobs In Dubai UAE 2023 | Hyatt

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**Description:**At Fairmont, our passion is to connect our guests to the very best of our destinations. From the beaches of Hawaii to the deserts of the United Arab Emirates to the heart of London, our hotels offer guests extraordinary places, created by combining unique architecture, expressive decor and artistry, and magnificent features. Add engaging service, and the result is an unforgettable guest experience.

**Responsibilities:**Gain clear understanding of market trends (economic, political, social) and industry trends in order to create and drive the most relevant strategy and provide Sales specific direction to the hotels which will allow Fairmont to achieve top-line performance targets.

Conduct regular, constructive performance reviews with hotels, identifying performance shortfalls, highlighting best practices in Sales, providing recommendations and agreeing on action plans to increase hotel Sales performance.

Provide necessary training, direction, coaching to the hotel sales teams, establish relevant and motivating KPIs and evaluation systems in order to develop a high performance organization.**Requirements:**Bachelor's degree or Master's degree in Hotel Management or Business Administration

English + 1 additional language

Preferably a minimum of 2 years' experience as RDOS with a Luxury brand, or a minimum 5 year DOSM experience with a Luxury brand.

Luxury brand understanding and market knowledge

Knowledge of Financial KPI's, statements, P&L's operating budgets, forecasting and reporting

Knowledge of total hotel sales channels, segments, processes and strategies#J-18808-Ljbfrr

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