

United Arab Emirates Jobs Expertini®

Sales Accounts Manager Jobs in Dubai | Sheraton Hotels Jobs

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Company: Sheraton Hotels

Location: dubai

Category: other-general

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Description:Responsible for proactively soliciting and managing group/catering-related opportunities. Manages group/catering opportunities not handled by the Event Booking Center. Actively up-sells each business opportunity to maximize revenue opportunity. Achieves personal and team related revenue goals. Ensures business is turned over properly and in a timely fashion for proper service delivery. Responsible for driving customer loyalty by delivering service excellence throughout each customer experience. Provide service to our customers in order to grow share of the account on behalf of the company.

Job Responsibilities:Identifies new group/catering business to achieve personal and property revenue goals.

Understands the overall market – competitors' strengths and weaknesses, economic trends, supply and demand etc. and knows how to sell against them.

Closes the best opportunities for the property based on market conditions and property needs.

Monitors same day selling procedures to maximize room revenue and control property occupancy.Job Requirements:High school diploma or GED; 2 years experience in the sales and marketing, guest services, front desk, or related professional area.

2-year degree from an accredited university in Business Administration, Marketing, Hotel and Restaurant Management, or related major; no work experience required.#J-18808-Ljbfrr

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