

## Sales Manager Corporate

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Company: Accor Hotels

Location: dubai

Category: other-general

The job posting is outdated and position may be filled- To develop in conjunction with the Director of Sales & Marketing structures, timely, achievable personal business plan.- To support staff needs in other Divisions based on the hotel priorities and anticipated business levels.- To maintain complete and supported records of all sales agreements, contract, and quotes for the hotel as per M Gallery Hotels Policies and Procedures.- To have a good understanding of contribution margins for each product results and work with respective heads of departments to maximize Operating results.- To achieve targets in terms of number of new active Accounts, Room Nights, Banquet Covers and Revenue as set by the Director of Sales and Marketing.- To submit weekly entertainment schedule to the Director of Sales & Marketing for approval.Operations:- Maintains a sales call pattern averaging 25 calls a week.- Minimum two accounts entertainment per week.- Establishes and maintains histories on every account with his/her market segments.- Attend the daily Departmental Sales briefing and debriefing.- Attend weekly review, with all feedback and planned calls and entertainment of the following week.- Submit weekly sales activity report to the Asst. Director of Sales, on Corporate Segment.- Develops Prospects Accounts, and implement a Sales Action Plan for each account.- Attends at the start of functions related to accounts handled.- Seeks intelligence information from accounts and competition.- Interacts and liaise closely with Front Office, Reservations, Food & Beverage, and Banquet & Conference Departments.- Assist with Sales Blitz, coordinated by the Asst. Director of Sales.- Performs related duties and special projects as assigned.- Attend the start of the functions related to his/her accounts handled.Administration:- Disseminates sales related information to other departments as

appropriate.- Ensures that the response to any business request is actioned within 24 hours- Performs all duties and responsibilities in a timely and efficient manner in accordance with established hotel policies to achieve the overall objectives of the position.- Maintain an up to date account and contact database and details in property management system Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Dr.Job is an online platform that connects employers with skilled job seekers, facilitating the search for job opportunities and top talent. Established in 2015. Dr.Job has emerged as the Gulf region's premier job portal, attracting thousands of job seekers every day from different countries like UAE, Saudi Arabia, Bahrain, Kuwait, Oman, and Qatar.

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