

Sales Manager- Government and GCC

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Company: Accor

Location: Dubai

Category: healthcare-practitioners-and-technical

Company Description

A unique blend of contemporary design and urban chic, Fairmont Dubai is an icon in the business heart of the city. Just minutes from Dubai's key attractions, our hotel is linked to the Dubai International Convention Centre. Fairmont Dubai brings together luxurious surroundings and modern amenities with renowned Fairmont service.

COME AS YOU ARE AND SHOW US YOUR VISION!

What is in it for you:

- Employee benefit card offering discounted rates in Accor worldwide.
- Learning programs through our Academies.
- Opportunity to develop your talent and grow within your property and across the world!
- Ability to make a difference through our Corporate Social Responsibility activities, like Planet 21.

Job Description

Develop and maintain a working knowledge of Fairmont Hotels

Position Fairmont Dubai as the Six Simple Standards leader

Deliver the Fairmont Service Promise core beliefs and Occupational Health and Safety policies.

Develop and maintain close working relationships with all accounts to ensure that client expectations are exceeded.

Maintain, acquire and develop new and existing accounts to increase “The Groups” market share through research, telesales, existing databases etc.

Explore business opportunities and convert them into room nights and revenue.

Remain up to date with regional and international developments and convert these into sales opportunities for “The Group”.

Acquire and maintain a working knowledge and market intelligence of competition portfolio.

Oversee the preparation and distribution of sales communication plans associated with the launch of any new brands or products within Fairmont Hotels and Resorts.

Collate, send and follow up proposals, contracts and credit agreements.

Check that all content produced by any of the Sales Team, internally or externally, is always in keeping with Fairmont standards of procedure, best practice and company policy.

Prepare weekly, monthly, quarterly and annual reports highlighting particular performance issues with accounts or markets, suggesting analysis and proposed remedial actions.

Work with The Group management team to develop and implement strategic and tactical sales plans across “The Group’s” portfolio and all market areas.

Actively manage personal and teams Sales Activity targets.

Oversee the preparation of sales promotions and broadcasts and actively follow up sales opportunities.

Organization, participation and agreed follow up will be required for exhibitions, road-shows, business trips, workshops/training courses, site inspections and client events.

Maintain and grow all company loyalty programs.

Qualifications

University/College degree in a related discipline preferred

Minimum of 3 years experience in hotel sales. Additional experience in the hospitality industry an asset

Good understanding of luxury market

Good understanding of all hotel departments particularly housekeeping, front office, banquets and kitchen

Must have strong interpersonal skills with attention to detail. Organization a must

Strong written and verbal communication skills

A team player with a positive attitude

Ability to handle multiple tasks simultaneously

Must be results oriented, with a need to succeed

Must be organized and ability to work and follow systems and procedures

Must be adaptable to change of strategy, ideas, systems etc.

Strong administrative ability

Self-motivated, creative, confident, and highly energetic personality

Additional Information

Visa Requirements:

Please note that you must be eligible to live and work in the United Arab Emirates. We will assist successful applicants with the visa process and provide flights and accommodation.

Do what you love, care for the world, dare to challenge the status quo! #BELIMITLESS

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