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Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts

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Company: IHG Hotels & Resorts

Location: abu dhabi

Category: other-general

Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts

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We are looking for a Sales Manager who will be responsible to manage sales activities and events inline with the annual sales and marketing plan and to achieve/exceed budget and sales strategy for your hotel. To promote the desired work culture around the five winning ways – Aim higher, Work better together, Celebrate the difference, Do we care.

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Responsibilities

Monitors competitors' activities and assists in marketing intelligence.

Refers sales leads to appropriate personnel within the InterContinental Hotels Group.

Sells to new, existing and prospective customers considering goals set forth in the sales Strategy, negotiating optimum rate for the benefit of the business.

Serves existing business through management of account bases.

Develop and maintain a regular pattern of sales calls (minimum of 25 sales calls)

Provides direction on, and conducts market

Travel when required to promote the hotel and develop potential business.

Monitors existing business and inputs into sales strategy meetings to maximise business.

Initiates and prepares tenders for business.

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Requirement

Analyses sales mix and likely impac

Actively solicit and book business following hotel standards.

Attend Industry Exhibitions to represent the hotels in front of prospect clients.

Grows existing business and establishes and pursues leads which will develop business

Initiates and prepares tenders for business

Monitors existing business and inputs into sales strategy meetings to maximize business.

Services existing business through management of account bases

Manage Accounts and ensure the constant generation of new corporate prospects for self

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