

United Arab Emirates Jobs Expertini®

Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts

[Apply Now](#)

Company: IHG Hotels & Resorts

Location: Abu Dhabi

Category: sales-and-related

Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts

[Apply Also Sous Chef Jobs In Abu Dhabi | Park Hyatt](#)

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.

[Apply Also flydubai Careers in Dubai Announced Jobs Vacancies](#)

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.

[Apply Also Senior Business Analyst Jobs in Dubai | Al Futtaim Careers](#)

Requirement

Analyses sales mix and likely impact

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.

Serves existing business through management of account bases

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

[Apply AlsoData Center Facility Engineer Jobs In Dubai | Amazon Web Services](#)

[For More Jobs](#)

[Restaurant Host Jobs In Dubai United Arab Emirates | Atlantis Resorts](#)

[Licensing Officer Jobs In Dubai United Arab Emirates | Halliburton](#)

[Mystery Shoppers needed in Fujayrah, Al Ain and Abu Dhabi | Chalhoub Group](#)

[Accountant Jobs In Dubai United Arab Emirates | Confidential Company](#)

[Receptionist/Administrator Jobs In Dubai United Arab Emirates | Honeywell](#)

[Data Entry Operator Jobs In Dubai United Arab Emirates | Confidential Company](#)

Regulatory Compliance Officer Jobs In Dubai United Arab Emirates | Hilton

Receptionist Jobs In Dubai United Arab Emirates | Marriott

CFO Jobs In Dubai United Arab Emirates | Santaf Holdings

Music Teacher | Vocal Jobs In Dubai United Arab Emirates | Palm Jumeirah

Receptionist/ Administrator – DIFC Jobs In Dubai United Arab Emirates | Michael Page

Walk In Interview: Tele Sales and RM Jobs In Dubai United Arab Emirates | (Date: 9 May to 12 May)

Paralegal Jobs In Jobs In Dubai United Arab Emirates | KEO International

Receptionist Jobs In Dubai United Arab Emirates | Michael Page

IT Support Specialist Jobs In Abu Dhabi United Arab Emirates | Telecommunications

Business Development Executive- Bodyshop Insurance Jobs In Dubai United Arab Emirates
| Business Support Services

#J-18808-Ljbfrr

[Apply Now](#)

Cross References and Citations:

1. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Restaurantjobsnearme Jobs Abu Dhabi Restaurantjobsnearme ↗](#)
2. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts NewyorkjobsJobs Abu Dhabi Newyorkjobs ↗](#)
3. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Bostonjobs Jobs Abu Dhabi Bostonjobs ↗](#)
4. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Expertiniworldtech Jobs Abu DhabiExpertiniworldtech ↗](#)
5. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Searcheruropeanjobs Jobs Abu DhabiSearcheruropeanjobs ↗](#)
6. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Free-hiringJobs Abu Dhabi Free-hiring ↗](#)
7. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Scholarjobs Jobs Abu Dhabi Scholarjobs ↗](#)
8. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts Governmentjobsnearme Jobs Abu Dhabi Governmentjobsnearme ↗](#)
9. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & Resorts ScrumjobsJobs Abu Dhabi Scrumjobs ↗](#)
10. [Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsCameroonjobsJobs Abu Dhabi Cameroonjobs ↗](#)

11. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsSaopaulojobs Jobs Abu Dhabi Saopaulojobs ↗
12. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsHrjobsJobs Abu Dhabi Hrjobs↗
13. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsFitnessjobs Jobs Abu Dhabi Fitnessjobs ↗
14. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsSeattlejobsearch Jobs Abu Dhabi Seattlejobsearch ↗
15. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsBahrainjobs Jobs Abu Dhabi Bahrainjobs ↗
16. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsJobspro Jobs Abu Dhabi Jobspro ↗
17. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsJobspakistan Jobs Abu Dhabi Jobspakistan ↗
18. Sales Manager Jobs In Abu Dhabi | IHG Hotels & ResortsAnesthesiologistjobsJobs Abu DhabiAnesthesiologistjobs↗
19. Sales manager jobs in abu dhabi | ihg hotels & resorts Jobs Abu dhabi ↗
20. AMP Version of Sales manager jobs in abu dhabi | ihg hotels & resorts ↗
21. Sales manager jobs in abu dhabi | ihg hotels & resorts Abu dhabi Jobs ↗
22. Sales manager jobs in abu dhabi | ihg hotels & resorts JobsAbu dhabi ↗
23. Sales manager jobs in abu dhabi | ihg hotels & resorts Job Search ↗
24. Sales manager jobs in abu dhabi | ihg hotels & resorts Search ↗
25. Sales manager jobs in abu dhabi | ihg hotels & resorts Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/sales-manager-jobs-in-abu-dhabi-ihg-hotels-res-abu-dhabi-ihg-hotels-resorts-411-116416/>

Generated on: 2024-04-30 by Expertini.Com