

Senior Sales Manager Jobs in Dubai | Waldorf Astoria

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Company: Waldorf Astoria

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- Senior Sales Manager

Job: Full Time

Location: Dubai, UAE

Description:

A Senior Sales Manager analyses local market trends and competitor activity to recommend strategies that keep the hotel a leader in the marketplace through the development of future and repeat business.

Job Responsibilities:

Analysis local market trends and competitor activity to identify business leads

Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams

Negotiate room rates/packages with corporate clients

Develop and implement creative local marketing channels, including social media channels

Job Requirements:

Positive attitude and good communication skills

Commitment to delivering a high level of customer service

Excellent grooming standards

Flexibility to respond to a range of different work situations

#J-18808-Ljbffr

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