

United Arab Emirates Jobs Expertini®

Senior Sales Manager MICE - Accor

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Company: Talent Pal

Location: Dubai

Category: sales-and-related

Company Description A unique blend of contemporary design and urban chic Fairmont Dubai is an icon in the business heart of the city. Fairmont Dubai brings together luxurious surroundings and modern amenities with renowned Fairmont service.

Job Description The Senior Sales Manager MICE will report to the Director of Sales and will join our inhouse sales team which is in charge of converting incoming group leads in order to achieve our targets in the groups segment. Reporting to the Director of Sales responsibilities and essential job functions include but are not limited to the following:

- Consistently offers professional engaging and friendly service
- Representing Fairmont values and service promises
- Evaluating group requests
- Determine group rates based on evaluation with support of DOS
- Sending proposals/contracts
- Regular follow ups to ensure highest possible conversion
- Handles negotiations to ensure maximization of revenue income
- Site Inspections to showcase the property
- Entertainments (when group request involved)
- Update on lead status for all necessary meetings and report
- Constant communication with field sales team
- Preparation of monthly production reports

Qualifications Previous Sales experience required. Excellent communication skills (verbal and written). Professional presentation skills (site inspections). Understanding of Group operations (arrival procedures meeting requirements etc). Knowledge and experience with Microsoft Office is mandatory. Previous experience in MICE is an advantage. Team player with supportive attitude. Ability to focus attention on guest needs remaining calm and courteous at all times. Highly responsible and reliable. Experience in luxury hotel segment (5*).

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. Why work for Accor We are far more than a worldwide leader. We welcome you as you are and you can find a job and brand that matches your personality. We support you to grow and learn every day making sure that work brings purpose to your life so that during your journey with us you can continue to explore Accors limitless possibilities. By joining Accor every chapter of your story is yours to write and together we can imagine tomorrows hospitality. Discover the life that awaits you at Accor visit confidential Do what you love care for the world dare to challenge the status quo! #BELIMITLESSThis job has been sourced from an external job board. More jobs on

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