

Senior Sales Manager – MICE

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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. 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 in-house 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 show case 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.

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

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