

Sales Manager - Adagio Amsterdam City South



Locatie

Noord-Holland, Amstelveen

<https://www.advertentia.nl/x-1043457-z>

Adagio Amsterdam City South is een splinternieuw hotel en heeft haar deuren 2 juni 2018 geopend. Dit hotel richt zich op de longstay markt.

Met 151 studio's/appartementen gevestigd op 450 meter van het metro station 'Kronenburg' in Amstelveen is het hotel gemakkelijk bereikbaar met de fiets, auto of natuurlijk het openbaar vervoer. Het hotel is ontworpen om onze gasten zich thuis te laten voelen vanaf het moment dat zij het hotel binnenstappen. Denk aan een bibliotheek waar gasten decoratieve items kunnen lenen om hun kamer te personaliseren. Zo is Adagio de perfecte plek om te overnachten voor kort verblijf, of voor een verblijf van meerdere maanden.

Adagio is een joint venture tussen Pierre et Vacances & AccorHotels en is in 2007 opgericht. Borealis Hotel Group is de management company & operator van dit hotel. De hotel groep is een bekende speler in de Nederlandse hotel markt en werkt met hotel ketens zoals IHG, AccorHotels, Hilton en Marriott.

Job Description

Are you ready to take the next step in your career and Go Beyond? The Borealis Hotel Group is now looking for a Sales Manager with a focus on groups (business and leisure) and the corporate individual market for the Aparthotel Adagio Amsterdam City-South, a hotel with 151 apartments in Amstelveen right on the south border of Amsterdam . Adagio, the European leader in its sector offers an alternative accommodation solution, welcoming business travellers and families to the heart of the city for stays

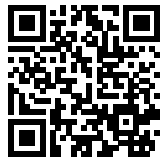
ranging from a few nights to several weeks. Today, nearly 1,000 staff in more than 120 apart-hotels all over the world share the same ideal. Sober, together, we can offer a more comfortable service. Stay here. Enjoy. You're not afraid to roll up your sleeves and help them if you roll up from a long train ride. Your help will be used to do it together. Our hotel now includes 13 apartments and more apartments plus 3 meeting rooms. The hotel is located in the Zuidoost district of Amsterdam. From the hotel you can take a direct metro to the main train station and Amsterdam City Centre.

As you our new colleague who can't wait to become an ambassador for the hotel and the brand. As a true 'networker' you know how to use this to your advantage; you recruit new partners and accounts and constantly work on deepening existing relationships. You will report to the General Manager of the hotel and are supported in your role by the Sales Effectiveness Director Europe. Tasks and responsibilities:



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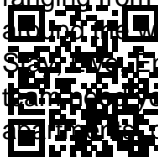
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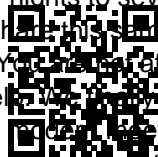
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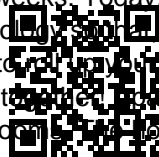
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Sales Manager - Adagio
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Acquisition on national and international long stay agencies
Acquisition on national and international accounts.
Developing and growing current accounts and relationships
Follow up and roll out actions initiated throughout Accor
Collaborate with the Marketing team to support promotions across all channels
You identify new markets and business opportunities.
Account management of national and international partners.
As an ambassador you represent the hotel at various events and fairs, national as well as international.
Active participation in sales activities.
Accurate and expert tracking of relevant account information.
Initiate and expand promotions in consultation with the hotel
Taking care of tours within our hotels.
Working closely with the hotels within the Borealis Hotel Group's portfolio
To be successful in this role, you will have a minimum of 2 years experience within a similar role, preferably with knowledge in the extended stay market. You will need to have a strong commercial outlook on sales and revenue, and be very focused driven. Excellent sales, customer care, account management and negotiation skills, along with strong presentation and influencing skills are needed in order to achieve results. As part of this role there will be some travel expected across the region. A good knowledge of PMS and CRM systems preferred, although training will be given. As part of the Adagio family we offer an industry leading salary and benefit package. We pride ourselves on investing in your ongoing career development within this fantastic brand, working in partnership with Interstate Hotels & Resorts, the Global third-party management group of choice. Interested? Click apply and start your journey with us today. Your dream job awaits... At Interstate, we recognise that people are the heart of our business. As a Global leader, we are committed to representing our Global community and enabling everyone to Be Their Best Selves.

Job Requirements

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