

Sales manager - INNSiDE by Melia Amsterdam



Locatie

Noord-Holland, Amsterdam

<https://www.advertentieX.nl/x-1127430-z>



The very first hotel of Melia hotels and resorts in the Netherlands will soon open! Inside by Melia will open on December 17th 2020. The hotel will have 328 hotelrooms, a restaurant and lobbybar, 2 creative meetingrooms, a Skybar on the 19th floor and a fitness studio. Curious about our concept? Goodbye to the work-trip. Bleisure has evolved, and rather than work and play, or play and work, our audience are looking to blend their professional and personal lives seamlessly, as they travel to exciting locations that stir their souls. 'Leisure at heart, business in mind'. We want guests to feel comfortable and confident. So we get to know them inside and out, so their stay always feels like more-than-home. Guests expect consistency, but that doesn't mean they don't enjoy surprises. Little touches relevant to them that spark curiosity.

Job Description

Sales Manager - INNSiDE Amsterdam

Location: Amsterdam

Whatever story you choose, you are the star.

At Meliá Hotels International, you have the power to create your future. For us, the most important thing is your talent: We share the passion that makes you put your heart into everything you do, day after day. We are by your side to help you go beyond your limits, to celebrate every victory with you. Because together, we are the stars of our own stories.



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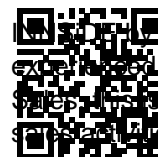
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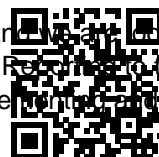
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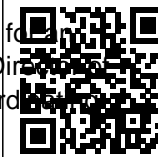
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Inside by Melia will open the first hotel of the Netherlands on December 17th, and we are looking for experienced Sales Manager to join the team at this new and exciting brand. Reporting to the Director of Sales, you will be a key player in commercial development and revenue management, and also implement and coordinate sales strategies according to the commercial strategy.

Job Requirements
In this role you will be responsible for:

Active acquisition followed by proactive relationship management

Create and execute account development plans
Participate and initiate sales blitzes and activities in an unexpected and creative way
Successful handling of the RFP and contracting season to maximize revenue in the corporate/business travel segment
Network, identify, and engage with new potential clients
Drive new sales opportunities for the MICE segment
Attend sales events and fairs and become an ambassador of the INNSiDE Amsterdam and the Melia rewards loyalty program
Pro-actively welcome guests in order to determine future potential loyalty

The successful candidate will have excellent knowledge of the local market, with similar experience in a hospitality Sales role and an established network within Amsterdam/the Netherlands. Speaks and writes fluently English & Dutch. If you are a results-oriented and self-motivated individual with an ability to effectively communicate and you are excited by the prospect of joining a global organization expanding one their exciting brands in the Netherlands, please apply.

Benefits:

Discounts for you, friends and family to stay at Meliá worldwide.

Personal development including trainings, development programs and language classes.

25 days' holiday (pro-rata), discount on health care

Meals on duty

What will it be like to work for Meliá Hotels International?

Innside by Melia will open early 2021. The hotel will have 328 hotelrooms, Tierra, our restaurant and lobbybar, 3 creative meetingrooms, a fitness studio and Cielo, our Skybar & Restaurant on the 19th floor with breathtaking views over the city.

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