

# Sales Manager - Borealis Hotel Group



Locatie **Noord-Holland, Amstelveen**  
<https://www.advertentieX.nl/x-1045241-z>



The Borealis Hotel Group is a management company & operator of hotels. Our group is a well-known hotel developer based in Netherlands and is operating and opening several hotels within the brands IHG, Hilton, Accor and Marriott.

The company has an experienced team of seasoned hotel professionals delivering the best results for all stakeholders involved, while always putting guest satisfaction and customer service as number one priority.

With the Novotel Schiphol, Ibis Budget Amsterdam City South, Hotel Indigo The Hague Palace Noordeinde, Adagio Amsterdam City South and Hampton by Hilton Antwerp in operation and multiple projects of Hilton, IHG and Marriott underway in Antwerp, Brussels, the Hague, Frankfurt and Utrecht we strengthening our position as preferred hotelier in Europe. Offering expertise from the select service segment towards the upscale lifestyle segment.

Job Description  
 Ibis Budget Amsterdam City South is looking for a Sales Manager!

Proactive, decisive and ready for a new challenge, that's you!






The Borealis Hotel Group is looking for a Sales Manager with a focus on groups (business and leisure)

and the corporate individual market for the ibis budget Amsterdam City South, a 314 bedroom hotel in the heart of Amsterdam.

As you do, new colleagues can't wait to welcome an experienced professional for the hotel and the brand. You will be responsible for how to recruit new managers and accountants and you constantly working on deepening existing relationships. In addition, you also keep a close eye for opportunities within the other hotels of the Borealis Hotel Group.

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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Acquisition of national and international group accounts  
Acquisition on the local and national corporate market  
You identify new markets and new business opportunities  
Account management of existing national and international partners  
As an ambassador you represent our hotel group at various events and fairs; national as well as international  
Partnering with Accor at account level and follow up on actions rolled out by Accor  
Thorough tracking of all relevant account information  
Support the operational team to ensure a smooth delivery of service to our (tour) groups  
You work closely with the hotel team on marketing material and promotions  
You take an active role in the social media activities of the hotel  
You work closely with the other (Sales) colleagues within the Borealis Hotel Group portfolio  
You are based in the ibis budget Amsterdam City South and are also willing to travel

#### Job Requirements

Who are you and what do you do?

You are pro-active, smart, innovative and purposeful  
You gained experience in a similar role or you feel that you can take the next step in your sales career. In any case, you are familiar with the product and have at least 2 years of work experience  
Communication, commercial trading, and networking: this is what you excel at!  
You are in possession of category B driving license  
Knowledge of salesforce is a plus  
Working knowledge with Microsoft Office is required  
You are fluent in Dutch and English and preferably 1 additional language  
Bachelor degree or equivalent, with an affinity with the hospitality & tourism industry  
Together with your colleagues, you ensure a good working atmosphere so that you can get the most out of yourself and your colleagues

What does the Ibis Budget Amsterdam City South offer you?

Working within a growing organization where you can continue to develop and grow yourself

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Attractive salary package  
Benefits of working in an international brand as Accor, trainings, staff discount worldwide and international colleague's  
Enthusiastic team with a strong drive to ensure our guest are happy and bring the business forward

The DNA of the ibis budget Amsterdam City South

SMART FUN COOL EASY GOING

We say.....

Hello to the go-getters, early-risers, the riders and the party lovers

Hello to the movers and shakers, to the real deal finders

Hello to the young and the young at heart, the daring, the street smart

Who can make anywhere their home, while embracing the unknown

Hello to those who find adventure in the everyday

And when the night comes, a sweet dream of their stay

This hotel is owned by Borealis Hotel Group and managed by Interstate Hotels and Resorts.

About the Borealis Hotel Group

The Borealis Group was founded in 1997 and specializes in the investment, development and management of hotels in Europe. Currently in the Netherlands, Belgium and France with an exciting pipeline of projects across Europe.

About Interstate Hotel & Resorts

Interstate Hotels & Resorts is the global third-party management group of choice, operating hotels of various different brands across the world.

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Interested? Click apply and start your journey with Interstate Hotels & Resorts 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.