

Sales Manager - PPHE Hotel Group - Corporate Office



Locatie

Noord-Holland, Amsterdam

<https://www.advertentieX.nl/x-1167494-z>



We are an international hospitality and real estate group with 37 hotels and resorts, and 8 campsites across five countries. It takes a multi-talented team behind the scenes to support such a large and diverse hotel business. Our teams set strategies, manage operations, and find new ways to engage and impress guests. This is a place where your specialist skills and experience can create a genuine impact – while you progress your career in the hospitality world. You will find roles in both our Corporate Office, Amsterdam and Regional Office, The Netherlands.

Life at PPHE Hotel Group

We're firm believers that inspiring our team members is the key to inspiring our guests. Which is why we have focused on making PPHE Hotel Group such a positive and inclusive, supportive place to be. Our hotels are authentic, so we want you to be the real you too. Because we value the individuality of our people, your voice is listened to – and you will be given every encouragement to express yourself and grow with us. Each hotel location is unique as a workplace, because of its links to its locale and community. At the same time, every team feels part of the wider family. We share the same values, the same standards and the same goals.

Company websites:

<https://www.jobs.pphe.com/>

www.pphe.com

www.arenahospitalitygroup.com



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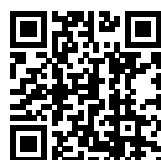
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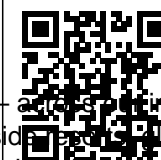
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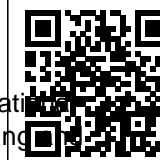
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At PPHE Hotel Group, we're not just a hotel group. We're a team of professionals. We're the ones who create the memorable experiences for our guests and the ones who make it all happen behind the scenes. We're the ones who manage the operations of our hotels, campsites, destination restaurants, buzzing bars and more! And driving it all, behind the scenes, are our support teams. As a Sales Manager, we expect you to bring your creative spark while enjoying our award-winning training, inspiring support and plenty of opportunities for development. So take the next step in your career and join our dynamic sales team. PPHE is the ideal company for you to hone your skills and shine in a collaborative team environment. You will be responsible for driving business into our hotels in Amsterdam, Utrecht and Eindhoven across all market segments.

About the role

Drive and develop new and existing business from assigned clients in order to maximize revenues and increase market share within a given territory/region
To strategically manage and develop targeted Key Accounts and Agencies across all market segments
RFP management, rate negotiation and contracting
Your responsibilities

The ability to research and qualify prospective leads and sign up new business for the region
To understand the market platform, evaluate, sell and confirm business as required to meet individual goals and overall profit targets.
To total account manage account portfolio
To research and utilise industry tools to identify opportunities for business growth.
To conduct outstanding site inspections, client entertainment and residential FAM trips.
To provide competitor intelligence/market intelligence and contribute to all sales meetings.
Ability to work independently to organise and establish Sales trips within assigned market
Ensuring the set number of client activity at business targets are achieved in-line with the balanced scorecard.
As part of the sales team keep abreast of all industry and account current affairs to identify how these could have a positive or negative effect of revenue streams and action accordingly.
Build relationships with key account handlers within Radisson Hotels Group to increase account productively and source new leads

Job Requirements

What are we looking for

Have excellent interpersonal, communication and presentation skills and a self-starter
Experience in the hotel sales environment
Established network of clients and agents
Able to produce Account Development plans
Knowledge of computer programs: MS Office, Hotelligence, Lanyon and other RFP tools
PMS experience with Opera Sales & Catering and Front Office
Experience to negotiate and execute preferred agreements
Fluent in English and Dutch

Why join us?

No matter what level you are in our organisation, we will encourage your creativity. If you have an idea about how we can improve things, we want to hear it. And if it is a bright idea, we will make it happen. In the fast-moving and competitive world of hospitality, this is how we have stayed ahead. We are ready to invest in you and your future. We offer competitive fringe benefits, award-winning training, a supportive team environment and real opportunities to learn, grow and develop a rewarding career. Find out more & apply! If you want to find out more about us, please visit www.jobs.pphe.com. To apply, please click the Apply button now. PPHE Hotel Group. Create with.