Sales Manager - PPHE Hotel Group - Corporate Office





Locatie **Noord-Holland, Amsterdam** https://www.advertentiex.nl/x-1171934-z

Amsterdam and Regional Office, The Netherlands.

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,

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





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.